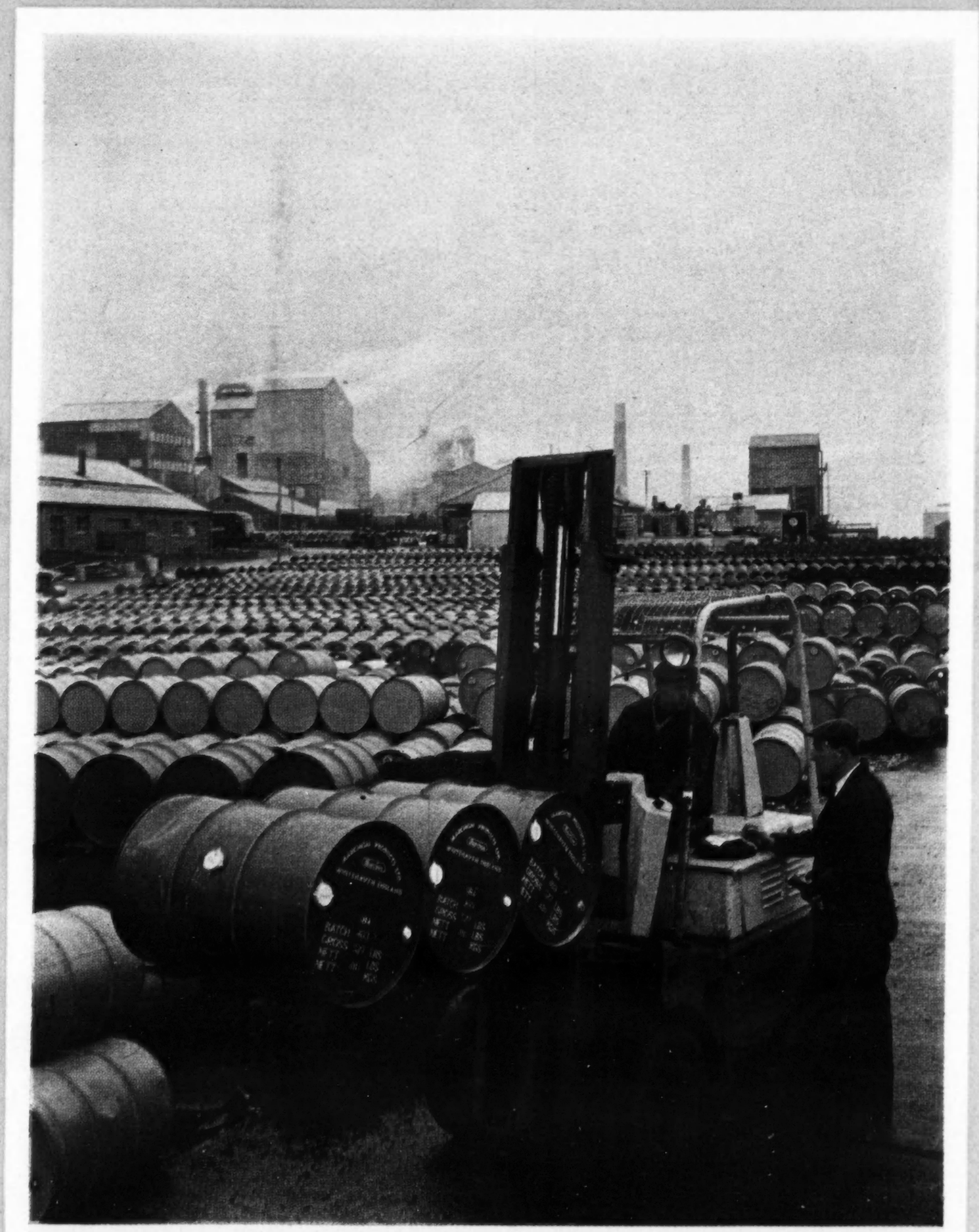
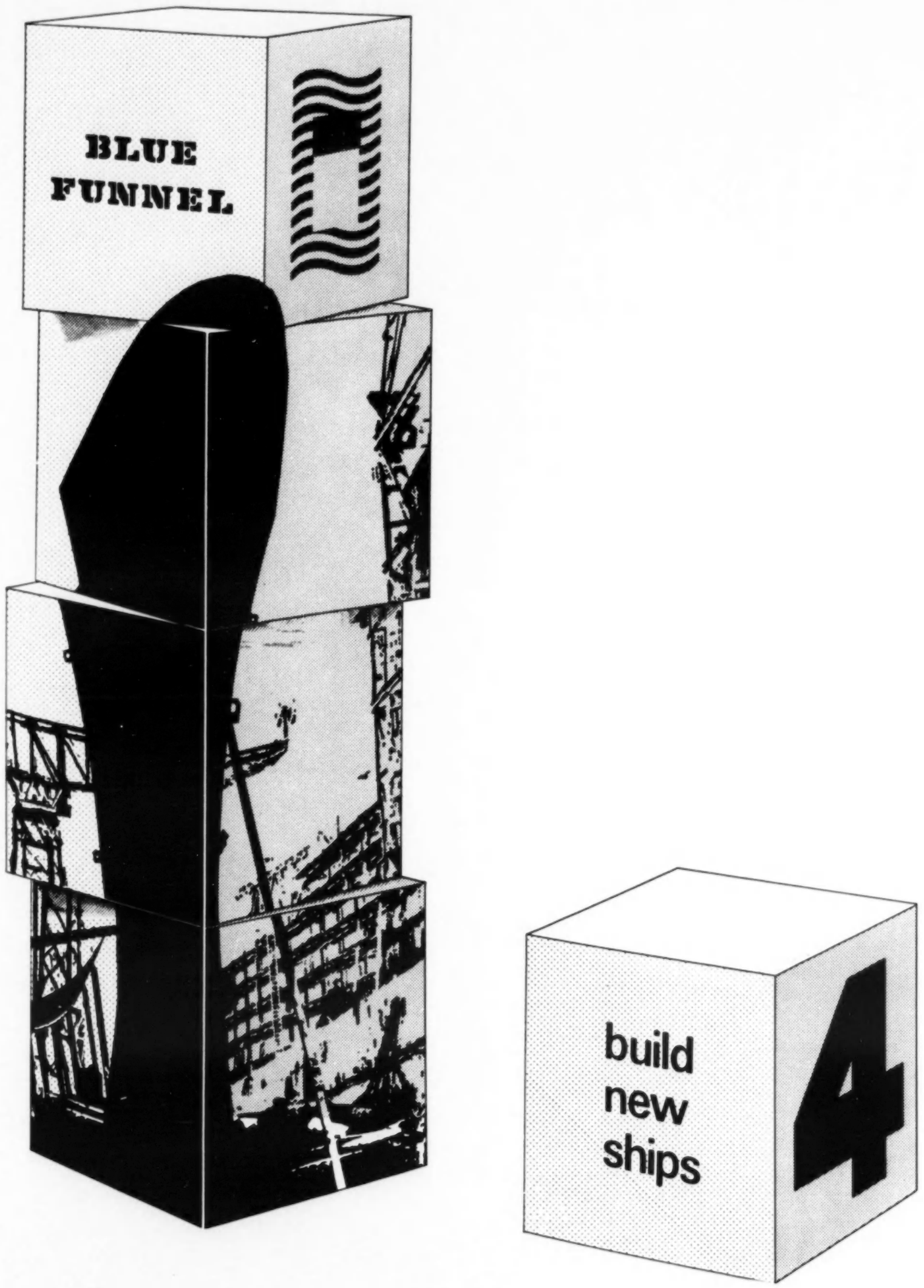
Board of Trade Journal

Volume 190, No. 3594 Published by Her Majesty's Stationery Office 4 February 1966



1s. 6d. net



Work is now in progress on three of the four new cargo liners of the Priam Class which will go into service with the Blue Funnel fleet during 1966

The 21 knot vessels will be in the vanguard of cargo liner design with automated and air conditioned cargo spaces

Like all Blue Funnel ships, they will run to rigorous schedules of arrival and departure

Ship B L U E F U N N E L to the Far East and Australia

new ships . . . new schedules . . . new berths . . . new horizons

BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2 · TELEPHONE STD/051 CEN 5630 · TELEX 62236

Board of Trade Journal

VOLUME 190, NO. 3594, PAGES 221-292
4 FEBRUARY 1966
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

Czechoslovakia – a tough market worth cultivating . . 223
Exports – the test of our industrial success 225
British industry must streamline its efficiency and organization 226
The value of films to further export trade 227
Government White Paper on Scottish Economy 228
Protection of Consumers (Trade Description) Bill 229
New accounting system for spirits, wine and other goods in bonded warehouses 230
Prohibition of imports of all goods from Southern Rhodesia . 231
Record ECGD business in 1965 232
Berne Union meeting 232
Purchase Tax exempted on some drugs and medicines . . 232
The Import Duties (General) (No. 1) Order 1966 (SI 60/1966) . 232
Government surplus sales by auction 236

STATISTICS

The economy: selected indicators 237
United Kingdom trade in 1965 238
Shipping movement at United Kingdom ports 250
Registration of British and foreign films 252
Cinema admissions and takings in December 1965 . . 252
Overdrafts of the nationalized industries 252
Business Monitor: Production Series 252
New business names registered in 1965 253
Car and commercial vehicle production in December . . 254
Turnover of the Motor Trades in November 254
Production of man-made fibres in December 256

EXHIBITIONS AND FAIRS

British Trade Centre, New York, will open in June. . . . 258
The 'London Children's Look' in New York 259
British exhibitors 'gratified' with results at New York Boat Show 260
£446,000 orders for Britain's boats 261
Lessons learned at Belgian leather goods show 261
1966 – a successful year for furniture exports? 261
Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions 262

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary 266
United Kingdom-Canada Double Taxation Agreement. Greece and UAR (Egypt). Sudan and India. Italy and Portugal. Renewal of Benelux trade agreements. Imports from Poland, USSR and East Germany. Exporting to Malaysia and Singapore 268
British commercial representatives overseas 269
Information for exporters 270

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Australia: Decimal currency Customs Tariff. Decimal currency 284
Austria: Import duty on chocolate 280
Belgo-Luxembourg Economic Union: Import duty tariff quotas . 279
British Guiana: Customs tariff 282
Cameroon, Federal Republic of: New customs tariff. . . . 291
Canada: 'Not made in Canada' ruling. Marking of imported goods. Tariff board hearing on precision instruments and apparatus 280
Chile: Amendments to import list. Import regulations. Temporary import concessions 283
France: Amendments to customs tariff 279
Guatemala: Shipping documents 282
Irish Republic: Importation of onion seed 280
Italy: General turnover tax 280
Jamaica: Industrial Incentives Law, 1956 282
Lebanon: Customs tariff 291
Malaysia: Tariff Advisory Board 290
New Zealand: Import Licensing Schedule. Customs tariff inquiry 284
Peru: Amendment to import tariff 283
Philippines: Tariff changes 286
Portugal: Drawback of import duty on steel wire . . . 280
Spain: Public works contracts 280
Tonga: Lifting of import restrictions 285
Turkey: Global import quotas and liberalization lists . . 274
Uganda: Import licensing regulations 290
United States: Pipe wrenches – marking. Imports of hair products. Duty reductions on stainless steel flatware and clinical thermometers 281
Zambia: Agency arrangements 290

INDEX TO STATISTICS 292

Front cover photograph

A drum compound at the Whitehaven works of Marchon Products Ltd. showing consignments of detergent chemicals lined up mostly for overseas markets. Marchon Products are major manufacturers of chemicals for the detergent trade and regularly export over one-third of their total output to almost every part of the world. Their production ranges from basic raw materials such as sulphuric acid, sodium tripolyphosphate and fatty alcohols to organic surface active intermediates and finished products for household and industrial use.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by HM Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1966

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of HM Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies).

Orders for reprints should be addressed to the Director of Publications (P12), HM Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

See what

AEI

AIR EXPRESS INTERNATIONAL

offers that other air freight forwarders can't!

THE MOST DESTINATIONS SERVED DIRECT

from London with permanent bookings on regular airline flights.

The exclusive ANALAIR method

of analysing your total distribution system. Shows you how to save on transportation, warehousing, packing and insurance by planned use of AEI services.

THE MOST CARGO SPACE

regularly available from a U.K. freight forwarder —protects against delays.

The only ever-open London Airport forwarder

Make a note of our number—SKYport 2622—and ring it whenever you need air freight information or advice.

THE ONLY AWARD FOR SERVICES TO EXPORTS

presented to a forwarder by the U.S. Government went to AEI's parent company in 1964.

The fastest-growing

air freight organisation in the U.K.— because it offers the best service.

And AEI offers importers a total service

from worldwide pick-up to U.K. delivery—thousands of rates from hundreds of points available on request.

Here's your nearest AEI airport office:

LONDON Building 238, London Airport North, Hounslow, Middx. Tel: SKYport 2622. Telex: 25606
BIRMINGHAM Building 36, Birmingham Airport, Birmingham 26. Tel: SHEldon 5131. Telex: 33755
MANCHESTER Building 55, Manchester Airport, Manchester 22. Tel: MERcury 3351. Telex: 66655
SOUTHEND-ON-SEA Southend Airport, Southend-on-Sea, Essex. Tel: Southend 545137. Telex: 99191

Also at

BELFAST G. Heyn & Sons Ltd., Head Line Buildings, P.O. Box 108, Belfast 1. Tel: Belfast 30581. Telex: 74534
DUBLIN Cassin Air Transport Ltd., 4 Merrion Square, Dublin. Tel: Dublin 67320. Telex: 5355
GLASGOW Scottish Express Ltd., 170 Nithdale Rd., Glasgow S.1, Scotland. Tel: POLlok 8877. Telex: 778048

More than 400 branches and agents throughout the world.

AEI AIR EXPRESS INTERNATIONAL*

*No affiliation with any other air freight company—however similar the name.

Czechoslovakia – A tough market worth cultivating

A report from the Commercial Department, HM Embassy, Prague

PRAGUE, THE CAPITAL of Czechoslovakia, is no further from London than Nice, Venice or Copenhagen and can be reached by direct Trident flight from London Airport in one hour and forty minutes. Yet there is a curious ignorance in British trading and commercial circles of the importance of this market. Czechoslovakia has some 14 million inhabitants who enjoy what is generally accepted as the highest living standards of any Eastern European country. Despite a number of serious setbacks, the industrial output of the country remains impressive and sophisticated and recent economic reforms are expected to impart a new impetus and drive to efficient production. The long tradition of engineering skill which made Skoda a household word between the wars is still apparent and the country is busily re-equipping itself for this age of automation and specialization. There is a considerable potential market here but for a number of reasons it must be considered as a very tough proposition.

First, a word about trading conditions in Czechoslovakia which are completely different from those prevailing in a free market economy. Like all other Eastern European countries Czechoslovakia has a state-controlled economy. This means that responsibility for all foreign trade negotiations, discussions and contracts whether for import or export is vested exclusively in a number of state bodies called foreign trade corporations. These corporations do not use the products they import but act as agents for the Czechoslovak manufacturer or wholesaler. Obviously the corporation keep in close touch with their Czech customers and try to invite representatives of the potential end-users to attend all discussions but they and they alone still retain a monopoly of all foreign trade.

It is therefore essential that in the first place any potential exporter to Czechoslovakia should contact the appropriate foreign trade corporation. This can be done by correspondence (if in doubt about which corporation to write to, the Board of Trade or this Commercial Section will glady advise) and it is advisable to send as much detailed information as possible in the form of catalogues and other sales literature (preferably in Czech or in German but, failing these, in English) together with other essential details of price, terms of sales, delivery dates etc.

Much of the equipment for this newly-opened broiler plant at Xaverov was supplied by the British firms Gordon Johnson Stephens Ltd., and William Douglas under a contract negotiated by Dominion Export Ltd.

This 45-seater luxury Leyland bus pioneered a new service between Karlovy Vary, Prague and Vienna.

Value of personal contact

It is also most important to quote all measurements and weights in the metric system since reference to miles, pounds and inches causes irritation and gives a bad initial impression. At this stage of the game it is worth copying such correspondence to this Commercial Section who can, if necessary, follow up the initial approach. If this reply to these initial letters shows any interest, the next step must be a personal visit to Prague. It cannot be too strongly emphasized that the key to commercial success here is personal contact. The officials of the foreign trade corporations like to talk to the sales representatives and to run over the problems with them. They will probably then – or on a later visit – arrange for the foreign businessman to visit the factories or research institutes who are interested in his product. Alternatively, once they have met the businessman they will normally co-operate most readily in arranging visits outside Prague to factories etc. suggested by the visitor.

This of course is the biggest problem – how to get through to the end-user. Every businessman wants to explain the virtues of his

products to an expert who speaks the same technical language – and the foreign trade corporations by reason of their size and complexity cannot be experts in every field of production. I hope however that this problem will become easier in the course of the next few years since one of the essential elements of the new economic reforms is the encouragement of the factory and enterprise managers to participate more directly in foreign trade. I envisage a stage in the not too distant future when the visiting businessmen after calling on the foreign trade corporation is taken as a matter of course to the manufacturer or wholesale enterprise to discuss his proposition – or finds a representative of those concerns waiting for him in Prague. If this is so, it will be of great assistance to the would-be exporter.

But there are other ways of getting through to the customer. Several British firms in the past year have organized small exhibitions or lectures or film shows for selected audiences. Normally they appoint a Czechoslovak advertising agency to make all the arrangements, including issuing invitations to experts in the particular field and the system appears to work very well. Experts from as far away as Eastern Slovakia have come to lectures in Prague and the standard of questions and discussions has been well-informed and interested. Travelling exhibitions too have been most valuable and can easily be arranged.

Then there is the annual International Trade Fair at Brno, which has a specialized engineering content and which is now established as one of the leading Trade Fairs in Eastern Europe. Participation in this Fair combined with a direct mailing campaign to interested concerns can stimulate considerable interest and provide a useful starting point for further sales efforts.

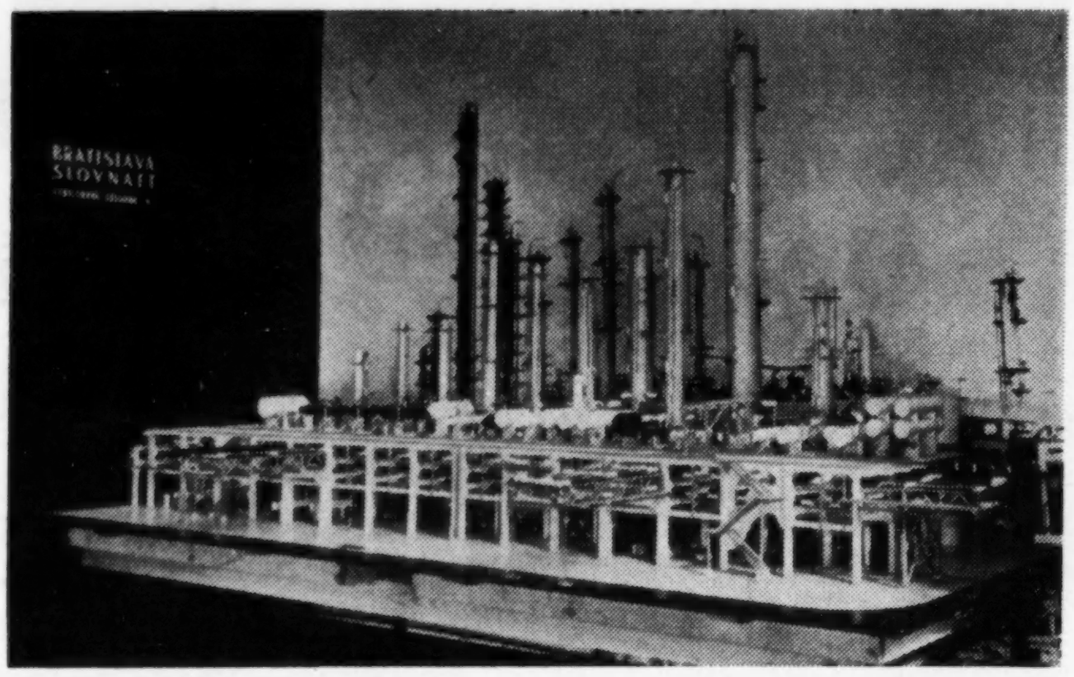
Direct mail campaigns

Finally I should mention that is possible to arrange advertising and direct mailing campaigns through one of the state advertising agencies. Both these means of influencing the customer are still very much in their infancy here but will probably become more important in the coming years. Direct mailing campaigns are probably more worth while than advertising as there is a great interest in industrial circles in finding out about the latest inventions and techniques in the West. Advertising on the other hand can only be justified in fields where an interest already exists and where there is a reasonable chance of foreign currency being made available. In the consumer goods field there is little point in advertising since even if the public can be convinced about a new product there is little money at present to buy it.

What are the main export opportunities in Czechoslovakia? There is no simple answer. In the first place the Czechoslovak crown is non-convertible and so all payments for imports from the West are made in hard currency. There is a very limited amount of such hard currency, most of which has to be earned abroad and priorities have to be established. This means that, even if there is a proved requirement and even if a British exporter can convince the Czech customer and foreign trade corporation that his products are both suitable and competitive, there is no certain sale. A sudden need for sterling to offset a serious wheat shortage for instance can have repercussions throughout the whole field of foreign trade. Secondly, and partly as a result of this first factor, Czechoslovakia will only purchase from the West products which are not produced locally to the same standard or which cannot be found in the other Comecon countries. Apart from the political factors, it pays Czechoslovakia to buy goods from the Soviet Union, Poland, East Germany etc. since there is no major currency problem. Although the various currencies are not directly convertible there exists within COMECON a system of transferring trading surpluses and deficits which does not involve payments in gold or hard currency.

Scope for British exports

In spite of these limitations, there still remains considerable scope for British exports to this country. It is naturally more difficult to



A model of the large polyethylene plant being built by Humphreys & Glasgow which will form an important part of the Slovnoft petrochemical complex at Bratislava.

single out promising lines for export in a state-controlled economy where investment details are not published in advance than in a free market economy where public tenders are invited but some of Czechoslovakia's needs in the next few years can be assessed. The most promising field here as in other Eastern European countries is for modern plant and capital equipment and machinery. Czechoslovakia, like Britain, has an old established industry which must be modernized to be competitive in world markets. It is also trying to diversify its economy and in particular to build up a chemical and petro-chemical industry to reduce its dependence on the West for imports of specialized chemicals and fertilizers, synthetic rubber, synthetic fibres, plastics, detergents and other petroleum by-products. Pride of place in the new Five Year Plan for 1966/70 goes to this branch of industry with a planned annual growth rate of 9.70 per cent, well above the national average, and much of the plant and equipment will have to be imported from the West. There are also ambitious plans to improve performance in the engineering and metallurgical fields with particular emphasis on the reconstruction and expansion of the large metallurgical factories at Kladno, Ostrava and Podbrezova. Power generation has always been one of the weak spots in the Czechoslovak economy and a 30 per cent increase in investments in this sector of the economy is scheduled for the next five years. Most of these investments will be concentrated on the construction of larger thermal power stations of 110 MW and 200 MW. The mining industry in Czechoslovakia is also embarking on a modernization programme and automation is planned for the future. Yet another possibility exists in the field of road marking machinery and equipment. The decision has now been taken in principle to go ahead with Czechoslovakia's first motorway as the present system of roads is both inadequate and out of date. Czechoslovakia's railways are being fully electrified at present and most of the large towns have plans to reconstruct their municipal transport systems. Finally, in this field the new Five Year Plan envisages a considerable increase in production in the various branches of the consumer goods industry. Many existing plants will be reconstructed and modernized. In the textile industry which will absorb nearly half the capital investment planned for the consumer goods industry in the next five years new factories for processing synthetic fibres will be built in addition to more conventional wool, cotton and flax spinning and weaving mills. The glass and ceramics industry will receive nearly a quarter of the planned capital investment and the remaining quarter will be split between the wood-working tanning and printing industries.

Another promising field comprises specialized electronic equipment and apparatus and most aspects of the precision engineering industry. Czechoslovakia has a relatively advanced electronics industry but cannot supply any of the highly sophisticated instruments apparatus and machinery which are being produced at present in

the West. There is also great potential in the computer and data processing field where British firms are very well represented at present.

Unfortunately there is not much scope at present for sales of consumer goods. Certain specialized items such as motor cars, razor blades, textiles and cloths and small quantities of whisky and cigarettes have penetrated this market but the amount of hard currency earmarked for such imports is small. The time will undoubtedly come when this situation improves, however, and many British companies feel – rightly in my opinion – that it is worth selling small quantities of consumer goods now to keep the brand names in the country against the day when the financial situation becomes easier.

The selection of certain specialized products as promising export lines should not be interpreted as implying that there is no hope for firms producing other goods. I am sure that many British producers are not here simply because they are not well known in a country which has traditionally looked to Germany and continental Europe for its main source of supply. There is no reason why successful exporters to other markets should not be equally successful here and I hope more will try.

I should also mention a branch of commerce which is gaining in importance in Czechoslovakia all the time. This is industrial co-operation in all its aspects, from the classic 'joint venture' to licensing and know-how agreements. There is great interest in Czechoslovakia in entering into agreements with British firms for the production of Anglo-Czech goods for third markets; for manufacturing goods under a British licence for sales in Eastern Europe and the underdeveloped countries; for consultancy advice on how to plan new factories or how to streamline production. The permutations are countless but if a British company is interested he will find a ready response in Czechoslovakia and he can rest assured that any obligation undertaken by the Czech partner will be scrupulously observed.

It will be seen from all this that exporting to Czechoslovakia is no easy task. It requires patience, flexibility and skill. With very few exceptions, there are no prospects here for a quick sale and any businessman expecting to return to Britain after a swift visit to Prague with an order in his briefcase is bound to be disappointed. It probably takes about one or two years between the initial approach and the first reasonable contract. During this time the businessman must cultivate the market assiduously by personal visits and must be prepared to fly here at short notice; he must be prepared to revise his offer in accordance with changed specifications or offers of co-operation; and above all he must be patient. But once business has begun the prospects are good. The successful exporter to Czechoslovakia can look forward to regular sales and prompt payment.

Report on the East European Market

THE ECONOMIC Intelligence Department of Barclays Bank Limited, 54 Lombard Street, London, E.C.3, published last month a booklet entitled 'The East European Market' which summarizes United Kingdom trade with Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania and USSR. Inquiries should be directed to the address above. (Tel. Mansion House 1567, Ext. 127).

Trade with Japan

MICHAEL MONTAGUE, Chairman of the Committee for Exports to Asia, has formed a Group to advise the Committee on the possibilities of increasing exports to Japan. The members of this Advisory Group are: *Members,* J. P. C. Chapman Esq., Chairman, Fonadek International Ltd., L. Norris Esq., General Manager, Matheson & Co. Ltd., W. H. Solf Esq., General Manager, Anglo-Japanese Industrial Service, G. S. Sturrock Esq., Deputy Chairman, Kelvin Hughes Division, S. Smith & Son (England) Ltd. *Chairman,* Mr. Michael Montague, Chairman of the Committee for Exports to Asia and of the Valor Co. Ltd.

Further information can be obtained from: Philip le Masurier, Assistant Information Officer, British National Export Council, 27/28 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121).

Demonstration of multi-programming on an ICT 1905 to officials from South African banks and building societies visiting ICT headquarters at Putney on January 17. (Left to right) Mr. R. Ridout, Superintendent, Organization and Methods, Barclays Bank DCO; Mr. T. J. Botha, Credit Manager, Trust Bank; Mr. H. H. Robinson, ICT, South Africa; Mr. H. C. Smit, Director, SAAMBOU; Mr. P. Roth, Standard Bank, London; Mr. V. H. Hartley, Chief Inspector, Allied Building Society; Mr. D. G. Kennett-Edworks, South Africa; Mr. R. Rowley, ICT; and Mr. David Hughes, ICT.

Exports - the test of our industrial success

—the Prime Minister

SPEAKING OF various aspects of the economy at the annual dinner of the Birmingham Chamber of Commerce and Industry on January 28, Mr. Harold Wilson, the Prime Minister, laid special emphasis on exports – 'the real test of our industrial success.'

'Last year British industry increased its sales overseas by 5 per cent,' he said. 'That's a real 5 per cent – 5 per cent by volume – the value of our goods was up by 7 per cent. We sold goods worth the record sum of £4,724 million. Largely because of this effort we just about halved the visible overseas deficit in 1965. But anyone can see that it is not a success for an economy like ours to be left with a deficit of £270 million. We have got to do better in the world's markets; we have got to get more British firms selling overseas and exploiting those markets with the same zeal as they show at home.'

The Birmingham Chamber of Commerce and Industry had as good a record in this field as any, the Prime Minister said. They had done real missionary work and he paid tribute to it. The missions they had taken overseas had been the means of bringing a large number of small Midlands firms into the export drive. He understood that while not many of them had found that exporting was fun, most of them had found that it could at least be profitable.

'In some cases it has meant some reorganization of the firm's structure,' he said. 'One of the first lessons of selling overseas is that you do not make a success of it if the export sales manager does not carry the weight inside the Company of his homeside colleague. And recent studies have suggested that in terms of salaries and other incentives the salesman on the home market is a more favoured citizen than his brother who earns Britain's bread abroad.

'This is a time for salesmen and sales technique, and you cannot do it entirely by hiring the man to do it. It's got to be the top directors who throw their weight into this job.

'Selling abroad does mean getting to know in detail all the problems that you are going to have to tackle. It is not just the hard sell technique when your export salesman, your export director, your chairman, gets the other side. It is backing him up with an organization to do your market research, to do your advertising, to pack your goods and to see that they are shipped on time. It also means, for this is a far from perfect world, knowing about the Government regulations in this country and the importing country. It cannot be done without planning, and it cannot be done on a shoestring. But it has got to be done if we are to pay our way as a nation, and as many of you here tonight well know, it is the basis of profits.'

The Prime Minister said that in its 15 months of office the

Government had done a good deal to assist exporters. The export rebate, which we brought in last year, was the first step. It was perfectly Gattworthy and was long overdue.

Referring to export incentives, the Prime Minister said they had been hard at work on this problem for 12 months. Most of the suggestions they had considered, and the dozen or so they had tried to devise without external assistance foundered on the rules of GATT or of EFTA. They were still hard at work on other ideas, but they had found one that was all right.

'At our request the BNEC set up a Committee under Sir Charles Denman to see whether there was scope for a Government-sponsored marketing organization which could sell overseas the products of a large number of firms which are too small to maintain an adequate overseas selling organization themselves. The report of this Committee is just finished, and I am glad to say that they believe that there should be a place for such an organization. The President of the Board of Trade will be discussing the recommendations with the British National Export Council and the others mainly concerned, but I hope that they will find that this can be got into action, at least on a modest scale, in a few selected countries to begin with very soon.

'We have also, working closely with CBI and organizations like your own, done a good deal to build up the work of the BNEC. It has indeed become a most successful and effective organization. Last year I had the pleasure of entertaining Sir William McFadzean and his colleagues in the area committees to dinner at No. 10, and they gave me a full account of the work they are doing. I take this opportunity to say how highly my colleagues and I value all the unstinting work which all of them are doing.'

Speaking of the Government's resolve to keep public expenditure within the limits rate of the planned expansion of the national product, the Prime Minister said: 'But there is one field where the Chancellor has restrained his occupational ruthlessness. This is the range of Government services to exporters. In this I include assistance to trade fairs overseas, sponsored visits by foreign businessmen to this country and the staffing of our commercial offices in Embassies and High Commissions abroad. The money we lay out on these is well spent, and I hope that Birmingham firms, and particularly small ones, will make the fullest possible use of all the Government services available.'

British industry must streamline its efficiency and organization

—Mr. Douglas Jay

'WE CAN ALL take satisfaction in the great improvement in our balance of payments during 1965. The trade deficit has been cut in half – from £45 million a month in 1964 to £23 million a month in 1965, and even less than that at the end of the year. Better still, this improvement was achieved wholly by a rise in exports rather than any fall in imports, which were held down to the level of the previous year.' This was said by Mr. Douglas Jay, President of the Board of Trade, when he spoke at the Institute of Refrigeration on January 26.

Continuing, the President said that exports were up on the year by 5 per cent in volume – just about the amount we set as a target in the National Plan – and 7 per cent in value. This was a faster advance in exports in the year than looked at all likely last summer. More encouraging still, the best results were in the last two months, and December brought an all-time record of £418 million on the year.

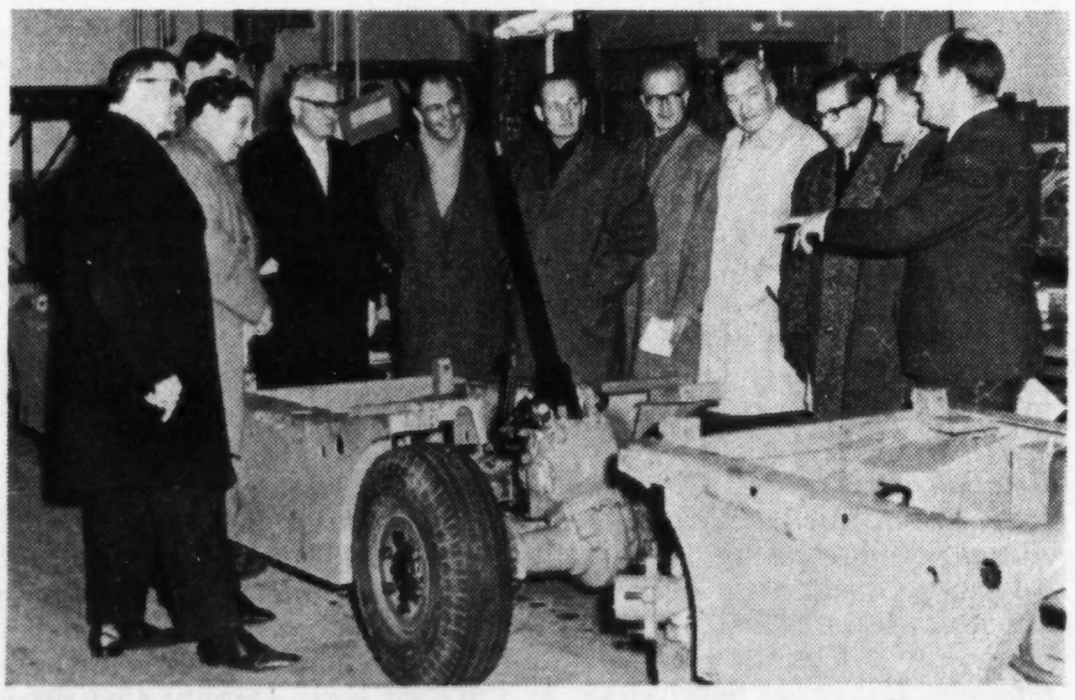
'If it were not for our overseas obligations on defence and aid to poorer countries, and overseas investment, our total accounts would be very nearly balanced. It is these obligations which we still have to meet; and if we are to achieve this in the present year, as the Government is determined to do, an even greater trading effort has got to be mounted. In the longer run, if we are to forge ahead and keep ahead, all the evidence shows that British industry has got to sharpen and streamline its efficiency and organization even faster than we have in recent years. The present Government has launched a series of coherent policies which should be seen as a group, and which are designed to stimulate and assist industry to get on with the job; including the investment incentive plan we have just announced, the work of the little Neddies, the NRDC, the British Productivity Council and the new Finance Corporation. It is to be backed by the Government and supply industry with capital.'

The President said there had been some misunderstanding of the Government's new plan for cash grants as an incentive to industrial development. First, some people had feared that because delays had at times occurred in the payment of grants by the Board of Trade under the Local Employment Act, the proposed change from investment allowances under the Inland Revenue to investment grants under the Board of Trade would lead to delay. This fear rested on a misconception. In the case of Local Employment grants, the effects of each item of equipment on employment had to be calculated by the Board of Trade; and this was the source of some delays. In the case of the new investment grants, no such calculation would be necessary; and the sole test would be the nature of the equipment and the nature of the industry. As soon as the scheme was run in, he was confident that delays would be kept to a minimum; and plans were now being laid to ensure this.

Secondly, it had been suggested that the Board of Trade would have some discretion to pick and choose arbitrarily between one firm and another, or between one machine and another, according to some arbitrary view of their individual value to the national economy. There would be no such discretion. As soon as Parliament had laid down the general industrial groups which qualified for the grant, it would be automatically payable to any productive equipment in that industry. Service equipment, such as cups and saucers in canteens and office furniture would be excluded. There was nothing new in principle, however, in this, because passenger cars for instance were excluded from the investment by previous Governments. It was, in fact, a great improvement in the new scheme that its benefits would be deliberately concentrated on productive equipment, and not extended to all sorts of ancillaries such as towels, knives, and forks, and even violins, which by law attracted the old investment allowance.

'Thirdly', he said 'the concentration of the benefits on manufacturing and extractive industry rather than services has nothing whatever to do with any belief that such industries are in some mystical sense more economically valuable. I should regard such a belief as absurd. It is based rather on the hard fact that our manufacturing and extractive industries both export a higher proportion of their products than other industries, or save imports on a larger scale, and supply the bulk of our export trade. We have to give the highest priority to righting the balance of payments, until we have as a nation again achieved an overseas surplus and started to pay off the debts incurred in recent years. As long as we still have that task ahead of us, it is right that the strongest incentives should be given to exporting and import-saving industries.

'The Board of Trade is discussing in detail with industry at this moment how best the new scheme can be administered, with the least trouble and time both to private firms and the official machine. It must be remembered that in the next year or so industry will still be getting between £200 million and £250 million a year in investment allowances on past investment; so that the full rate of new grants cannot be paid out simultaneously. But



As part of the Coventry Climax policy of keeping their world-wide sales organization fully aware of new developments in mechanical handling equipment and applications, a party of visitors from the Coventry Climax distributors in Holland recently toured the works. During their visit, the Dutchmen, from Landre and Glinderman NV, of Amsterdam, saw the production and assembly of fork lift trucks.

when the transition is past, the interval for payment will be progressively reduced from 18 months to six months, and the total flow of Government funds devoted to stimulating industrial development will grow.

'When the new scheme is thus in full working order, the grants will be simpler, more intelligible, more certain and more quickly available than the old investment allowances. Coming on top of all the other measures now in train to encourage quicker modernization, these grants will, I am certain, for all these reasons, act as a very potent help and stimulus to British industry which can be counted on to respond to them as energetically as it has to the export drive of the past year.'

Lord Brown's visit to Peterborough postponed

LORD BROWN, Minister of State, Board of Trade, was indisposed on January 31 and was not able to visit Peterborough as announced in last week's Journal.

The value of films to further export trade

—Mr. Roy Mason

'IF ANYONE were to make a list of the main things which we ought to be striving for today in this country, the list would certainly include the spread of education, technological development and an increase in our export trade. You have already made a substantial contribution towards these objectives, and I regard you as being in the front line in this campaign.' This was said by Mr. Roy Mason, Minister of State, Board of Trade, when he spoke at the Federation of Specialized Film Associations' luncheon in London on January 26.

The Minister said that there was a growing awareness of the value of the film for educational purposes in schools and universities and for commercial purposes in export markets. Films could put across a message in a direct and interesting way and it was not too much to say that for some purposes the film was the only practicable method of effectively demonstrating a process. 'The films you make help to sell British goods and to enhance the reputation of British products all over the world. The skill and ingenuity which you bring to the production of your films is internationally recognized.'

Continuing, he said that successive governments had long recognized the value of films as a medium not only of showing the British way of life to the world, but also of furthering our export trade. Today, the Central Office of Information, advised by the Board of Trade, was the Government agency for the production, acquisition and distribution of films which aimed to promote British industry, its technical developments and expertise, in about 140 countries in the world. The COI were very glad to give advice on films but it was important that they should be consulted at an early stage in planning. Over the years the COI had accumulated tremendous knowledge of what was acceptable and most suitable for overseas needs. Their advice during the initial treatment and script stages could often help to make a film acceptable for inclusion in the official free distribution services which were worldwide. 'I think it is worth mentioning that over 1,000 industrial stories annually are filmed for use in COI's regular television and newsreel services overseas,' he added.

The Minister said that many Embassies and Consular posts overseas offered facilities to visiting British businessmen to show sales promotion or prestige industrial films to prospective customers. He could not over-estimate the importance at the present time of increasing our export trade. He looked to the Association to persuade potential exporters of the value to them of the services which could be offered.

'Turning to another field altogether, the industrial catalogue 'Films for Industry' recently published by the Central Office of Information contains nearly 800 films intended for instruction and training and for the promotion of industrial productivity, health and safety. Everyone will agree that it is very important that the fullest possible use should be made of these films. The Board of Trade is associated with this work through its membership of the Advisory Panel, on which both sides of the industry are represented, which select the films for inclusion in the catalogue,' he said. 'Government Departments, either directly or through the Central Office of Information, are among your customers. For example, the Board of Trade has sponsored a cartoon film "Call Export Intelligence" which has been shown widely on television in support of our Press advertising campaign on this subject. We also commissioned two other television fillers, both about hire purchase, to publicize the new Hire Purchase Act.'

Facilities for the showing of sales promotion films overseas

THE FOREIGN OFFICE announce that many British Government offices overseas (and all our High Commissions in Commonwealth countries) can offer facilities to visiting British businessmen to show sales promotion or prestige industrial films to prospective customers or agents. The facilities which are available vary widely from country to country, but there are few posts in the more important markets which cannot provide at least a 16 mm. projector and the services of a projectionist. In many places, a small hall or a large room can be made available, and in a few places, particularly in the Commonwealth, there is a full-scale cinema which can be provided for shows of this kind.

Most posts hold libraries which contain a large selection of industrial films and documentaries; or if sufficient warning is given, prints can often be obtained from the Overseas Film Library in London. Films from these sources could be used to supplement more specialized sales promotion films provided by visiting representatives. Films from the Overseas Film Library will be despatched by official bag, but other films must go by the normal postal channels or be carried by visiting businessmen at their own risk.

Businessmen intending to visit particular territories and wishing to take advantage of any facilities of this nature which are available, should write in the first instance to Films Section, Information Services Department, Foreign Office, London, S.W.1, or to Films Section, Information Services Department, Commonwealth Relations Office, S.W.1. These sections will be able to provide general information about the facilities available, and will be glad to put intending visitors in direct contact with officials abroad, in order that detailed arrangements can be made.

It may not always be possible to provide such facilities free of charge. Where extra expenditure has to be incurred, for example, for the hire of a cinema or engagement of a projectionist it will normally be necessary to ask visitors to meet the cost. This notice cancels the previous announcement on page 52 of the *Board of Trade Journal* of January 14, 1966.

Mr. Mason discusses Clyde shipyard proposal

MR. CYRIL BENCE, MP for Dumbartonshire East, called on February 1 on Mr. Roy Mason, Minister of State at the Board of Trade, to discuss the John Brown scheme for creating a new shipyard in the bed of the Clyde, opposite their existing yard.

Mr. Bence urged that the Government should, as soon as possible, consider the John Brown proposal and should make available the financial assistance considered essential if the project was to succeed.

The Minister of State welcomed John Brown's initiative in putting forward their proposals to the Shipbuilding Inquiry Committee (Geddes Committee). The company had also kept him informed. The scheme would affect the position of many other shipyards and marine engineering establishments of the Clyde. It was therefore entirely appropriate that the company should have submitted their proposals to the Geddes Committee for consideration in the wider context of the committee's inquiries into the action necessary to make British shipbuilding competitive in world markets.

The committee would no doubt take account of the project when formulating its recommendations. Until the Government had received the report, which was expected shortly, it would clearly be premature to come to any conclusion of the future of the scheme.

SIMPLER EXPORT DOCUMENTS

A window display of the aligned series of export documents described in the recent Board of Trade booklet 'Simpler Export Documents', together with a simple demonstration of the system, can be seen for the next few weeks at the Board's Export Information Centre, Hillgate House, 50 Ludgate Hill, London, E.C.4. The Centre is open from 9.30 a.m. to 5.30 p.m.

Government White Paper on Scottish Economy

THE SCOTTISH OFFICE has announced that the White Paper 'The Scottish Economy, 1965-70; a Plan for Expansion' (Cmnd. No. 2864, HM Stationery Office, 12s. 6d.) was presented to Parliament by Mr. William Ross, Secretary of State for Scotland, on January 26. It provides a master-plan which will be worked out in detail, area by area, with those concerned locally.

With the publication of the White Paper, Scotland takes the lead in carrying forward the policy of regional development embodied in the National Plan published last September. The White Paper sets out the contribution which Scotland can make to the development of the United Kingdom economy on the lines of the National Plan and prescribes measures for achieving a better balance of population and employment in Scotland itself.

Plans for Scotland

The aim of the plans for Scotland, says Mr. Ross in his introduction, 'is to speed up the evolution of a more modern industrial structure in Scotland providing more jobs and stemming the outward flow of young Scots to the South'. The Secretary of State emphasizes the need for changes of many kinds – 'changes of attitude, changes of job, changes of place of work, and changes in outlook by many of the leading forces in Scotland' – to get Scotland's economy moving with increasing momentum in the right direction.

Full advantage is taken of the specially favourable incentives for industrial investment in wider development areas announced by the Government recently (see *Board of Trade Journal*, January 21, page 114). Places which have not previously been eligible for special assistance, such as the Borders, the South-west and parts of the North-east, will now be able to benefit from the new scheme and to play a greater part in the expanding economy.

Key proposals accordingly include 25,000 population expansion in the Borders, linked to a large development in the Galashields area. The expansion of population and industry will be encouraged in Dundee and its hinterland, in Aberdeen and other selected centres in the North-east, and in the Dumfries area.

The increasing importance of forestry is recognized by the decision to raise the Forestry's Commission's planting programme to a much higher level. This will be of special importance to the Highlands.

In Central Scotland, where a great deal of industrial development is needed to match overspill from congested centres and retain in Scotland potential migrants to the south, major expansions are proposed in areas such as North Ayrshire – where the Government have proposed to designate a fifth New Town – Lanarkshire and Falkirk/Grangemouth. A sustained effort will be directed to rehabilitation and to the improvement of physical environment in the central belt.

The proposals take account of the work of the Scottish Economic Planning Board and Council. Based on their studies, the programme draws together a wide range of Government and local authority activities to support and carry out the grand design. There will be greatly increased investment in housing which will be more freely available to young workers moving to new jobs, in education and in communications. The total public investment programme is expected to amount to almost £2,000 million over the five years. New measures to assist labour training and retraining and the improvement of management are seen to play a vital part in achieving the full use of Scottish labour and a quicker growth of new jobs.

Problems and objectives

The first part of the White Paper dealing with Economic Prospects and Resources analyses the problems and indicates the objectives – for the economy as a whole and for the main sectors of employment. Part II, Physical Pattern of Growth and Expansion, sets out the implications of these objectives for different parts of the country and defines the strategy by which they will be achieved. Part III gives an account of how the essential supporting services are being developed.

There are two appendices. The first contains accounts of the four regional studies, for the Borders, the South-west, the North-east and the Highlands and Islands; and the second contains extensive statistical tables.

Dictaphone to build another factory at East Kilbride

DICTAPHONE CO. LTD. are to build a further factory at the new Kelvin Estate, East Kilbride. Two hundred skilled workers will be employed initially in the Scottish new town by Dictaphone Company, who are expanding because the growth in exports has required the firm to seek further productive capacity. The move was announced by Mr. Clement Shread, managing director of the company, on January 24, at a Press conference held in Glasgow by the company and The Scottish Council (Development and Industry).

The 12,500 sq. ft. factory at East Kilbride will open this month. Dictaphone are hoping to recruit assemblers, solderers, testers and electronic engineers. The labour force will be both male and female.

New chipboard company for Scotland

A NEW £300,000 Scottish company, Scotboard Ltd., has been formed to manufacture and market chipboard for the building, shipbuilding and furniture industries on the Irvine Industrial Estate in Ayrshire where a new factory is being constructed by George Wimpey & Co. It is expected that manufacture will start towards the end of the year and that nearly 100 people will be employed.

Weights and Measures (Solid Fuel) (Carriage by Rail) Order 1966

THE BOARD OF TRADE have laid before Parliament for approval the draft Weights and Measures (Solid Fuel) (Carriage by Rail) Order 1966. The Order, if approved, will apply only where whole train-loads of solid fuel are to be consigned to a single industrial undertaking. (Despatch to a merchant is not covered.) Wagons in such a train will be exempted from certain provisions of Part IV of Schedule 6 of the Weights and Measures Act 1963. This requires that a wagon which is to carry solid fuel to a buyer must be tare-weighed before loading and that a document giving prescribed particulars must be attached to the wagon after loading.

In the case of steel wagons of a capacity of 24 tons or more, the Order will set aside the obligation to tare-weigh before each loading

(a) where the wagon is loaded by automatic weighing and loading equipment; or
(b) where the parties agree that the weight of the fuel is to be determined when the wagon reaches its destination; or
(c) if the buyer agrees, where the tare-weight has been ascertained at some time during the previous three months and is durably marked on the wagon.

The obligation to attach a document to each wagon is set aside, regardless of the kind of wagon, but the seller must hand to the railway authority, for carriage on the train, a single document giving the information prescribed in the Order.

Copies of the draft Order can be obtained from HM Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 6d. (by post, price 9d., from HM Stationery Office, PO Box 569, London, S.E.1.)

Yorkshire and Humberside Regional Office telephone number

IN THE *Board of Trade Journal* of January 28, page xvi, the telephone number of the Yorkshire and Humberside Regional Office was given as Leeds 38232. This should be amended to read Leeds 31761.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Protection of Consumers (Trade Description) Bill

THE GOVERNMENT BILL on Trade Descriptions was published on January 26. This legislation, which replaces the existing Merchandise Marks Acts, 1887 to 1953, was foreshadowed in a Parliamentary Answer given by Mr. George Darling, Minister of State, Board of Trade on April 1, 1965. (Hansard Written Answers Column 262), when he said:

> 'My Rt. Hon. Friend is preparing new comprehensive legislation which would greatly extend the classes of misdescription, including those in advertisements of goods and services, which are a criminal offence. It would also provide powers to require informative labelling of particular classes of goods and to issue statutory definitions of trade terms. It would lay a duty of enforcement on local authorities'.

The Government's proposals are broadly in line with the recommendations made by the Molony Committee on Consumer Protection in their Final Report, published in July 1962 (Cmnd. 1781). In some respects, in particular the application of the provisions of the Bill to statements relating to services (Clause 13), and in making oral misdescription an offence (Clause 3 (2)) they go beyond the Molony Committee's recommendations in providing protection for the buyer. The Explanatory Memorandum attached to the Bill explains the effect of the main provisions of the Bill.

The substance of the Bill falls into two main divisions: first the creation of offences connected with misdescription on the one hand; and secondly positive powers to require marking of goods and to define terms used in the course of trade or business on the other.

Prohibition of false trade descriptions

The Bill continues but in a modernized and strengthened form the prohibition on the use of false trade descriptions which is the essential feature of the present legislation. Clause 1 makes it an offence either to apply a false trade description to goods, or to sell or offer for sale any goods to which a false trade description is applied. 'Application' of a trade description is defined in Clause 3 to give it a very comprehensive meaning, and in particular this Clause makes clear that oral statements are covered by the provisions of the Bill (Subsection (2)) and that descriptions used by purchasers when ordering goods can in appropriate cases be trade descriptions for the purpose of the Bill. The matters which can form the substance of a trade description have been extended by Clause 2, and now cover virtually all physical characteristics which can be attributed to goods and can be objectively assessed, as well as a number of matters relating to the history of the goods e.g. their country of origin.

Trade descriptions used in advertisements

The phraseology of the existing legislation is somewhat obscure so far as concerns descriptions used in advertisements not physically connected with the goods. The Molony Committee recommended that it should be made clear that all forms of advertisement, including advertisements 'at large' e.g. in newspapers or on television, should be brought within the scope of Merchandise Marks Law. Clause 4 of the Bill in effect provides that trade descriptions used in advertisements can be caught by the provisions of Section 1 of the Act and indicates (Subsection (3)) what matters are to be taken into account when deciding whether or not a particular advertisement relates to particular goods.

Misleading trade descriptions

The Merchandise Marks Act, 1953, amended the 1887 Act to extend the meaning of false trade description to include misleading trade descriptions and false or misleading expressions which, though not trade descriptions in themselves, might be taken as such. Clause 5 of the present Bill repeats these provisions; it also provides that false claims to meet the requirements or have the approval of particular bodies or persons, or to comply with spurious standards, should be offences under the Bill.

False or misleading statements about price

The Bill deals with the nuisance of dual pricing of goods, which the Molony Committee regarded as 'sufficiently widespread and deceptive to call for repression'. Clause 11 (1) makes it an offence for a false or misleading claim as to price reduction to be given, whether by reference to a previous price or to the price at which similar goods are being offered by others. The Clause establishes that, in general, statements about the 'previous price' should be taken to refer to that at which the goods were offered for a substantial period during the preceding six months, and that in general, comparison with other prices should be interpreted as meaning prices in other similar establishments. Clause 11 (2) makes it an offence to imply by any method that goods are being offered at a price less than that at which they are in fact being offered. This subsection would, for instance, inhibit the practice of using the size of print or lettering in such a way as to suggest that a larger quantity is being offered for the price shown than is in fact the case. This latter provision goes beyond the Molony Committee's recommendation concerning statements about price.

Misleading claims as to royal or other patronage

False or misleading indications that any goods are the subject of Royal or Governmental patronage are made an offence by virtue of Clause 12, which would extend also to false claims to hold an award such as the Queen's Award to Industry.

Services

The present Merchandise Marks Acts deal only with trade descriptions as applied to goods. The Molony Committee chose, for reasons of time and the scale of the work which attention to services would involve, to omit services from the scope of their operations, while recognizing that a large volume of consumer complaint arose in the field of services. Clause 13 of the Bill introduces completely new provisions which would make false statements made either knowingly or recklessly in the course of any trade or business in relation to services, accommodation or facilities an offence. The Clause specifies (paragraphs (i) – (vi)) the nature of the statement which would constitute an offence if it were false. The term 'services' is not defined, but is left to bear its general meaning. The master/servant relationship is, however, expressly excluded (Subsection 4).

Marking of Goods

The Molony Committee recommended that the Board of Trade should take powers to require the marking of classes of goods with prescribed information, or instructions as to use, care or maintenance. Clause 8 of the Bill would give the Board power, by order, to require marking of this type. Clause 10 provides that a marking order would in general apply to domestically produced and imported goods from whatever source, unless the Board were satisfied that a departure from this rule would not be against the interests of consumers and would be compatible with our international obligations. Clause 9 of the Bill would empower the Board to require specified information or instructions to be included in advertisements for goods, whether or not a marking order was in existence for such goods.

Definitions

The Molony Committee also recommended that the Board of Trade should be empowered to issue statutory definitions of particular terms used to convey, or as part of, a trade description. Clause 7 would give the Board of Trade such a power, which could be exercised either for the benefit of the consumer or for the benefit of exporters (provided that this did not conflict with the interests of consumers in the United Kingdom). The provision would not make the use of the defined term compulsory; but it would ensure that if the term were used in the circumstances for which the definition had been designed e.g. for use in relation to a particular class of goods, or for use at the retail stage, it should have only one meaning in law. If the goods to which the term was applied did not conform to the definition and the term defined was or included a trade description this would bring the use of the term within the scope of the misdescription provision in Clause 1 of the Bill.

Clause 14 of the Bill would give the Board of Trade a broadly similar power to define terms used in relation to services, accommodation or facilities. Misuse of any such defined term would amount to making a false statement in the sense of Clause 13 of the Bill.

Prohibition on importation

The Merchandise Marks Act, 1887, prohibits the importation of any goods bearing a false trade description within the meaning of that Act, or carrying a trade mark or trade name of a United Kingdom manufacturer or trader or a United Kingdom place name which is not

accompanied by an indication of origin. Clause 15 and 16 of the Bill prohibit or restrict the importation of certain goods but only in so far as this is necessary to implement our international obligations under the Agreement for the Prevention of False Indications of Origin on Goods (which provides for preventing the importation of goods bearing false indications of origin) and under the International Convention for the Protection of Industrial Property (which provides that the importation of goods unlawfully bearing a trade mark shall be prevented). Clause 15 contains a straightforward prohibition of goods bearing a false indication of origin. Clause 16, by an amendment to the Trade Marks Act, 1938, provides for a system of advance notification whereby a trade mark proprietor can notify Customs of individual consignments of goods which unlawfully bear his trade mark, with a view to their being seized by Customs. The prohibition on importation would not extend to other forms of false or misleading trade descriptions on goods which would fall to be dealt with inside the country under the provisions of Clauses 1 to 6 of the Bill.

Enforcement

Enforcement of present Merchandise Marks legislation is not mandatory and prosecution is left at large. The Molony Committee found enforcement of the Acts defective because no single authority had been charged with a duty to police their observance. Clause 26 of the Bill takes account of this conclusion, and, as the Molony Committee recommended, would lay a duty of enforcement of the new legislation on the larger local authorities i.e. those who are weights and measures authorities. (In Northern Ireland the duty will be laid on the Ministry of Commerce by virtue of Clause 39 (1) (b).) The Clause would not, however, take away the present right to prosecute of private persons, interested organizations or Government Departments.

1965 a record year for Britain's tourist trade

NINETY-TWO THOUSAND foreign visitors came to Britain last November – 10,000 more than in the same month of record-breaking 1964, according to the British Travel Association, Britain's official tourist organization.

The November arrivals brought the total number of foreign visitors to Britain in the first eleven months of 1965 to 2,069,000 – a rise of 234,000 (13 per cent) on the same period of 1964.

European visitors in November numbered 59,000. This was an increase of 7,000 on the month and brought total European arrivals in the first eleven months of 1965 to 1,252,000 – a rise of 144,000 (13 per cent) on the period.

November arrivals from the United States totalled 24,000, compared with 21,000 in November 1964. They brought the total number of United States visitors in the first eleven months of the year to 652,000 – an increase of 82,000 (14 per cent) on the January-to-November period of 1964.

A spokesman for the British Travel Association said that final details of the numbers of visitors from British Commonwealth countries during the first eleven months of 1965 were not yet available. It was estimated that these were also considerably higher than in the same period of 1964.

DOLLAR EXPORTS

Part of a large consignment of Garrard Lab. 80 *automatic transcription turntables being loaded on to a BOAC Cunard Super V.C.*10 *for export to the United States. Garrard Engineering Limited, who export over* 80 *per cent of their production, say that the Garrard Lab.* 80 *has enjoyed a most enthusiastic reception in the American market, and supplies are regularly flown to America.*

Anglo-Turkish Symposium on Management

THE BRITISH Institute of Management and the Turkish Management Association are jointly sponsoring a Symposium in Istanbul on the theme of 'Management for Results in a Mixed Economy', which will take place in Istanbul on May 20 and 21. Attendance is by invitation and the Symposium will consist of 10 British senior executives and 20 Turkish senior executives.

At the present time the composition of the British contingent has not been finalized and any qualified persons interested in taking part in the Symposium should contact the co-ordinator: Mr. A. R. Hall, British Institute of Management, 80 Fetter Lane, London, E.C.4.

British participants will be responsible for their own travel, hotel and incidental expenses.

New accounting system for spirits, wine and other goods in bonded warehouses

ON FEBRUARY 1, HM Customs and Excise introduced considerable changes in the system of documentation used for spirits, wine and other goods stored in bonded warehouses. The major feature of the changes is that the official register account for the warehouses affected will now be kept mainly in a loose-leaf form, instead of in bound books as hitherto. About 50 forms have been re-designed, and certain changes made in departmental procedures.

The new scheme enables substantial administrative economies to be made in this field, and facilitates the introduction of centralized automatic data processing of warehouse records for statistical and audit purposes.

Postal Packets (Customs and Excise) Regulations 1966

THE TREASURY HAVE MADE the Postal Packets (Customs and Excise) Regulations 1966. These Regulations, which set out the customs requirements relating to incoming and outgoing postal packets and to goods contained in them, revoke and supersede the Postal Packets (Customs and Excise) Regulations 1962. The provisions of the 1962 Regulations are reproduced in the present Regulations with certain amendments. These amendments are mainly consequential upon amendments to the Universal Postal Convention to which the United Kingdom is a party.

The principal changes are:

Dutiable goods may no longer be imported by the sample packet service.

Dutiable goods of certain descriptions may be contained in a 'Phonopost' packet.

Mail bags containing certain bulk postings of dutiable goods in printed packets must have a green label in the prescribed form affixed to the mail bag label.

The Order came into operation on February 1, and has been published as Statutory Instruments 1966, No. 66, price 9d.

(*see page* 236)

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

Southern Rhodesia

Prohibition of imports from Southern Rhodesia

THE BOARD OF TRADE announced on January 30 that imports of all goods from Southern Rhodesia which have hitherto been uncontrolled (mainly manufactured goods) are prohibited as from February 2, 1966.

Exceptionally, the Board of Trade may issue licences for such goods shown to the satisfaction of the Board to have been purchased and fully paid for (not merely contracted for) by British importers on or before the date of this announcement, or to have been in transit from Southern Rhodesia today. Licences will not be valid after April 30, 1966.

Licences will not be required for goods arriving in this country on or before February 20, 1966 which can be shown to the satisfaction of HM Customs to have been in transit from Southern Rhodesia on January 30.

Amendment No. 8 to the Open General Import Licence, removing all goods consigned from or originating in Southern Rhodesia from the licence, will be on sale shortly.

A Notice to Importers setting out the method of applying for licences is being issued.

Existing licences held by importers will not be valid for goods from Southern Rhodesia as from February 2, 1966. (This will not apply to licences issued for goods such as tobacco, sugar and metals, in transit or paid for, whose import from Southern Rhodesia was otherwise prohibited as announced on November 11, 1965 or December 1, 1965). Fresh licences may be applied for in accordance with the terms of this notice for goods already paid for or in transit.

Notes:

1. Imports of tobacco and sugar and certain foodstuffs, metals and minerals from Southern Rhodesia, representing about 95 per cent of her exports to this country, are already prohibited.
2. The remaining items, whose import is now prohibited, are mainly manufactured goods such as wood blocks, radios and cotton textiles.
3. Existing licences (e.g. for apples or cotton textiles) which are at present valid for imports from Southern Rhodesia will not be so valid as from February 2, 1966 (an Instrument of revocation is being signed). Licences issued for such goods as tobacco, sugar, certain minerals and foodstuffs, already paid for or in transit from Southern Rhodesia, whose import has already otherwise been prohibited, will not be affected.

Exclusions from import prohibition

THE BOARD OF TRADE announced on February 1 that the prohibition on imports of goods from Southern Rhodesia will not apply to the following:

1. Books, publications, newspapers, periodicals and magazines of all kinds.
2. Documents of all kinds, including manuscripts, typescripts and like products of duplicating machines.
3. Exposed photographic and cinematographic film, whether or not developed.

Amendment No. 9 to the Open General Import Licence, giving effect to this, will be on sale shortly.

Prohibition of exports to Southern Rhodesia

THE BOARD OF TRADE also announced on January 30 certain changes in export licensing control to come into force on February 2, 1966. The changes are made by the Export of Goods (Control) (Amendment) Order 1966 which extends control on the export to Southern Rhodesia of all goods.

Arrangements have been made with HM Customs and Excise whereby items now brought under control may be loaded without specific licence up to and including February 21, 1966 provided that before January 31 they were at the loading berth, or (subject to satisfactory evidence) were on route to the docks.

In general applications for licences will be refused. Exceptions will be made only where it can be shown to the satisfaction of the Board of Trade that goods are for the essential needs of the Rhodesian Railways, Central African Airways, or Central African Power Corporation (which are operated jointly by Rhodesia and Zambia) or for essential humanitarian purposes.

Inquiries about the control should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Copies of the Export of Goods (Control) (Amendment) Order 1966 will be obtainable from HM Stationery Office, 49, High Holborn, London, W.C.2, and branches.

Note:

British exports to Rhodesia were £31 million in 1965. They are already affected by our bans on exports of arms and oil, our exchange control regulations, the withdrawal of ECGD cover and Rhodesia's import licensing restrictions.

Revocation of export licences

THE BOARD OF TRADE announced on February 1 that all licences issued before January 31 are revoked to the extent that those licences authorize the exportation from the United Kingdom to any port or destination in Southern Rhodesia of any of the goods specified in Schedule I (other than in Group 1) of the Export of Goods (Control) Order 1965.

Arrangements have been made with HM Customs and Excise whereby consignments covered by any of the licences now revoked may be loaded up to and including February 23, provided that before February 2 they were at the loading berth, or (subject to satisfactory evidence) were on route to the port.

In general applications for licences in respect of items covered by this revocation will be refused. Exceptions will be made only where it can be shown to the satisfaction of the Board of Trade, that goods are for the essential needs of the Rhodesian Railways, Central African Airways, or Central African Power Corporation (which are operated jointly by Rhodesia and Zambia) or for essential humanitarian purposes.

Inquiries about the Revocation should be made to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Copies of the Revocation will be obtainable from HM Stationery Office, 49 High Holborn, London, W.C.1, and branches.

Note: A general embargo on exports was announced on January 30. This Revocation is part of the embargo procedure.

Licences covering the export of Group 1 items (aircraft, arms and military stores and appliances) were revoked on November 11 (see *Board of Trade Journal*, November 19, 1965, page 1213).

Exclusions from export prohibition

THE BOARD OF TRADE announced on February 1 that an Open General Licence has been issued permitting the export to Southern Rhodesia of the following:

1. Books, publications, newspapers, periodicals and magazines of all kinds.
2. Documents of all kinds, including manuscripts, typescripts and like products of duplicating machines.
3. Developed photographic and cinematographic films.

The licence does not permit the exportation of any article which is more than 100 years old.

Inquiries about this licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Copies of the Open General Licence will be obtainable shortly from HM Stationery Office, 49 High Holborn, London, W.C.1, and branches.

Statement on credit

TO CLARIFY the position with regard to attempts by Rhodesians to obtain credit, HM Treasury issued the following statement on January 30.

It should be clearly understood by all persons and bodies, whether public or private and whether inside or outside Rhodesia, that the present illegal regime in that country is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia and never has been so capable.

Any person who lends money or otherwise gives credit to or to the account of the illegal regime, or any agency, or purported

SOUTHERN RHODESIA, *continued*

agency thereof, does so entirely at his own risk. He cannot expect to be able to have recourse, for the satisfaction of his debt, against any security which the illegal regime may have purported to make available.

When constitutional Government is restored in Rhodesia, the lawful Government will not be bound to accept responsibility for any obligations which the illegal regime may have purported to incur, and it cannot be assumed that it will meet them. Such obligations include any authorities for the purchase of foreign exchange to discharge debts incurred by any resident of Rhodesia to persons or bodies resident outside Rhodesia.

Note:

This statement covers the so-called independence bonds which the illegal regime have said they propose to issue in Rhodesia. It also covers any attempts by the regime or by individuals to raise credit outside Rhodesia.

Record ECGD business in 1965

THE EXPORT Credits Guarantee Department insured record 'commercial' business in 1965. Business declared as shipped amounted to £1,351 million, an increase of 16 per cent on the previous year's £1,165 million, compared with a rise in total British exports of some 7 per cent.

Business declared in the final quarter of 1965 amounted to £339.5 million, almost unchanged from the average of £337 million over the three previous quarters, but well above the £281.4 million in the same quarter of the previous year. New medium term policies issued during the quarter included chemical plant totalling £6 million and aircraft totalling £1 million.

The number of current Comprehensive-type policies increased during the year from 7,476 to 8,338.

Formal quarterly statement

During the quarter ended December 31, 1965, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964, up to a maximum of £141,507,586 in respect of guarantees amounting to £251,526,892;

(b) under Section 2 of the Export Guarantees Act, 1949-1964, up to a maximum of £26,664,992 in respect of guarantees amounting to £28,190,370.

Berne Union meeting

THE FIRST of two General Meetings of the Union d'Assureurs des Crédits Internationaux (Berne Union) to be held in 1966 took place, at the invitation of the Nederlandsche Credietverzekering Maatschappij NV, in Scheveningen, Holland, from January 26 to 28, under the chairmanship of Mr. Johs. AAROY, general manager of the Garanti-Institüttet for Eksportkreditt, Oslo.

This meeting was attended by 23 member organizations from 18 countries. The International Bank for Reconstruction and Development was also represented by observers. The customary review of the economic situation of importing countries and appropriate terms for some specific categories of goods constituted the main consideration of study.

Strong resentment was expressed about the action of Uruguay which had unilaterally decided on a refinancing of its commercial debts. This action was regarded as a financial default of that country which was bound to have a serious impact on its creditworthiness.

Purchase Tax exempted on some drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 1) Direction 1966 which temporarily exempts further essential drugs and medicines from tax. The effect of the direction, which became operative from January 25, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1964.

To Head II of the Schedule

Dimethindene maleate;
Fenfluramine hydrochloride;
Fentanyl, and salts thereof, mixed with 4'-fluoro-4-(4-O-methoxyphenylpiperazin-l-yl) butyrophenone;
Guaiphenesin;
Isoxsuprine lactate, prepared for veterinary use;
Piperazine phosphate, mixed with thiabendazole, prepared for anthelmintic use;
Propanidid;
Sulphadimidine, mixed with 1,1′ -dimethyl-4,4′-bipyridylium dichloride, prepared for veterinary use;
Tetramisole hydrocloride;
Tolazamide.

To Head III of the Schedule

Ethacrynic acid;
Oxyclozanide;

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this direction. Traders known to be concerned are being separately notified.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 18, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	*tert*Butyl 2-ethylperbutyrate.	Tertiary butyl peroxy diethylacetate.	December 31, 1966	6769
29.25	2 - Methyl- -2 - *n* - propylpropanediol *n*-butylcarbamate carbamate.	2 - Methyl - 2 - propyltrimethylene butylcarbamate carbamate.	May 5, 1966	6819
29.31	Sodium toluene-*p*-sulphinate.	*p*-Toluene sulphinic acid, sodium salt.	December 31, 1966	3525
29.35	1 - [1 - (3 - *p* - Fluorobenzoylpropyl)-4-piperidyl] benziminazolin - 2 - one hydrochloride.	1 - (8 - [4 - (4 - Fluorobenzoyl) -Propyl] - 4 -piperidyl) - 2 - benzimidazolinone hydrochloride monohydrate.	December 31, 1966	6758
29.35	Histamine dihydrochloride	As in previous column .	December 31, 1966	6816

The Import Duties (General) (No.1) Order 1966 (S.I. 60/1966)

HM TREASURY has made the Import Duties (General) (No. 1) Order, 1966, which:

(1) deletes from Chapter 48 a subheading – 48.09(A) – for flaxboard which is no longer required since all flaxboard is properly classifiable in subheading 44.18(A);

(2) provides for the following amendments consequential on corrigenda to the Brussels Nomenclature approved by the Customs Co-operation Council:

(a) amendment of Note 2(A) to Section XI to make it clear that the note applies only to mixed woven fabrics;

(b) amendment of heading 59.03, and consequential amendment to subheadings 59.03(A) and (B), to make it clear that bonded yarn fabrics as well as bonded fibre fabrics are classifiable under this heading;

(c) amendment of heading 98.07 to make it clear that certain devices for printing or embossing labels are classifiable under this heading. A new subheading has

(*continued on page* 249)

Business today moves fast. To keep pace, you need up-to-the-minute information on tariffs.
Export Intelligence answers 10,000 tariff enquiries a month.

For a fast-selling trip abroad, you need quick, accurate tariff information.

To get it:

Call EXPORT INTELLIGENCE

at the Board of Trade

TARIFFS CAN BE TRICKY. But it's easy to keep on top of them through Export Intelligence. Surprise changes, rates you've forgotten, agreements you may not have heard of, Export Intelligence knows them all. We'll give you the information you want, quickly and accurately. Is this remarkable Board of Trade service new to you?

There's more to trade than tariffs

A phone call to any of the numbers listed on the left will bring you the answers on tariffs. But Export Intelligence provides more than that. We'll help with every aspect of overseas trading. If you're just entering a foreign market we'll introduce you to useful contacts, give you information about market conditions, the competition, local trading methods, documentation. If you want to exhibit at an International Trade Fair we'll put you in touch with the organisation best suited to your needs.

Confidential, costs you nothing

Scan the list on the right and you'll see that Export Intelligence offers an extraordinarily comprehensive service. *Yet it costs you nothing to use it.* It is provided by the Board of Trade as a confidential, personal service to British businessmen.

Call us first

If you want to enter new overseas markets, we could probably help you cut several corners, and prevent you from making expensive time-wasting mistakes.

Call Export Intelligence – now.

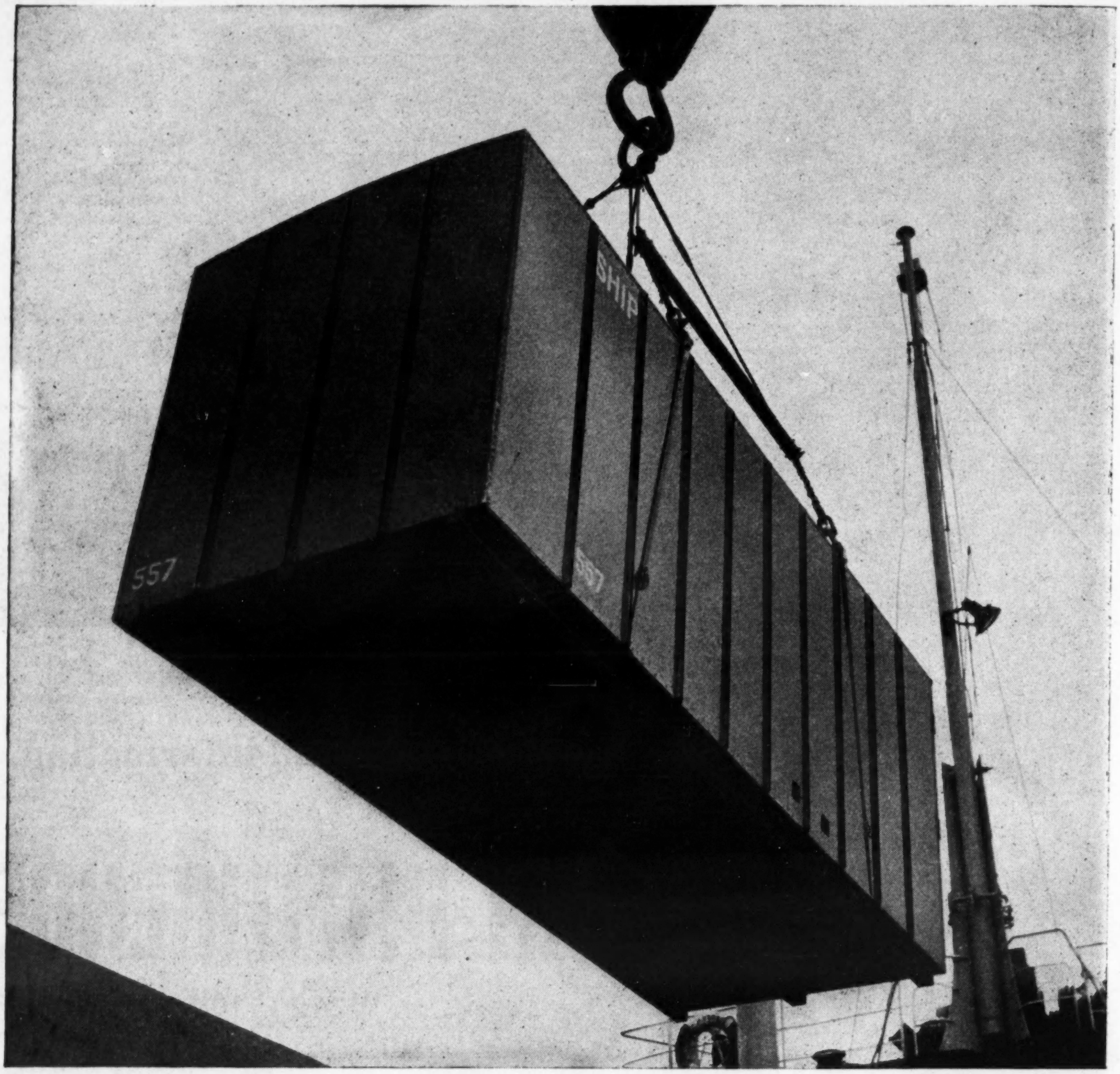
CALL US FOR...

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Call us at...

HQ: London CITy 9633
Telex 25977

Belfast (Ministry of Commerce)
Belfast 28271 Telex 74578
Birmingham
MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55472
London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
London (Eastern Counties)
TATe Gallery 6271 Telex 25991
Manchester
DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788



Hold it!

These ports may hold the key to unsuspected economies

Can you say with certainty that your present shipping arrangements are the best possible?

Only if you have 'shopped around' the 24 forward-looking ports owned and operated by the British Transport Docks Board.

Docks Board ports serve every major industrial region in the United Kingdom.

Big things are happening in Docks Board ports — things you should know about before you ship, carry or receive another ton of cargo. It takes only a telephone call to find out! Today?

THIS IS THE DOCKS BOARD

New berths and transit sheds · New mechanical-handling equipment and techniques · New roll-on/roll-off facilities · Easy traffic flow and rapid turn-round · Shorter hauls and improved road/rail accessibility.

These are outward expressions of the £76,000,000 development programme now under way in the nationwide complex of Docks Board ports.

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

AYR, BARROW, BARRY, BURNTISLAND, CARDIFF, FLEETWOOD, GARSTON, GOOLE, GRANGEMOUTH, GRIMSBY & IMMINGHAM, HARTLEPOOLS, HULL, KING'S LYNN, LOWESTOFT, METHIL, MIDDLESBROUGH, NEWPORT, PLYMOUTH, PORT TALBOT, SILLOTH, SOUTHAMPTON, SWANSEA, TROON.

Melbury House, Melbury Terrace, London N.W.1. HUNter 6621

New Books

Development Planning, Lessons of Experience, by Albert Waterston. (706 pages. The Johns Hopkins Press, Baltimore, $10.75. To be published later in the United Kingdom by Oxford University Press). National development planning is now practised in the majority of countries, and a great amount of experience has accumulated both of success and failure; but until now no one has attempted to assess the results of this experience on a world-wide basis. This book contains a comparative analysis of development planning in over 100 countries at many different stages of economic advancement, and attempts to identify when, how and why planning has been successful or unsuccessful, and to draw relevant lessons of experience therefrom. It has been published under the auspices of the Economic Development Institute, which was established in 1955 by the International Bank for Reconstruction and Development to improve the quality of economic management in government in the less developed countries; and it is related to the Institute's training activities. Part One of the book includes a description and analysis of the planning process as revealed in the experience of the countries under review. Attention is given both to the problems of plan formulation, including the provision of the basic data for planning, the role of the national budget in planning, and administrative obstacles; and to the problems of the implementation of plans, which have been found to be the most intractable ones in the experience of most countries. Part Two contains an extensive and comparative discussion of the administrative procedures adopted in various countries for preparing and implementing development plans; the distribution of planning functions; types of central planning agencies, their functions, location and organization; and subnational, regional and local planning bodies. Detailed appendices contain, among other things, a comprehensive chronological listing of national plans by country; a list of the names and addresses of central planning agencies; organization charts of representative central planning agencies; and a list of some 370 references cited in the text which constitute an extensive bibliography on development planning. An unusually detailed index facilitates use of the book as a reference work.

Selling to Canada, Mexico, the United States. Barclays Bank Limited (107 pages. Available free from Barclays Bank Limited, 54 Lombard Street, London E.C.3, or any branch of the bank). This, the third *Barclays Guide for Exporters,* considers the three countries that make up a market of some 250 million people with a purchasing power second to none. Already nearly £600 million worth of British goods are sold in these countries, and this book looks at their market conditions with particular reference to new and increased opportunities for exporters of a wide range of British goods. Besides containing, for each country, information on such vital topics for the potential exporter as import formalities and duty, trade fairs, agents and payment terms, details are also included of the general conditions of life in the country concerned. Facts are given of the clothing generally worn, the languages spoken, housing conditions and the general standard of living. Various maps are included in the volume, including ones giving time zones. An appendix lists some buying offices in Britain of department stores in the United States and Canada.

The Euro-Dollar System; Practice and Theory of International Interest Rates, by Paul Einzig. 2nd edition (183 pages. Macmillan, 35s.). The first edition of this book by Dr. Einzig, a well-known writer on foreign exchange matters, appeared two years ago; and it was then the first full-length study of the Euro-dollar market which had developed since 1957, when the London foreign exchange market gradually drifted into transacting regular business in dollar deposits. At the time Dr. Einzig regarded this as an institutional change of outstanding importance in the international monetary system, having created a truly international money market with an independent international interest structure of its own. Since then there have been far-reaching changes in the Euro-dollar market, as well as additional experience in the operation of the system. For this reason the author has now produced this drastically revised and enlarged second edition. He takes the view that the system, though still subject to further changes in detail, has in its broad outlines now reached its more or less definitive form.

Manual of Foreign Exchange and Foreign Trade System in Japan. The Bank of Japan, Foreign Department. (22 pages. Available free from the Bank of Japan, GPO Box 203, Tokyo, Japan.) This booklet outlines the foreign exchange and foreign trade system in Japan as at September 1, 1965. The relaxation of foreign trade and exchange control during the past five years are discussed first, followed by a description of the present trade and exchange control practices which govern, within designated limits, certain types of trade and capital transactions.

Census 1961, England and Wales: Occupation Tables. General Register Office (310 pages. 55s., by post 56s. 7d., from HM Stationery Office and Government bookshops). The 33 tables in this latest volume of final figures from the 1961 Census are concerned with various aspects of the economically active population, which is defined as those people who were in work at the time of the census, or were out of employment but intending to get work. The main feature of the tables is the classification of this population into 201 groups of occupations. These were the personal occupations of the individuals (e.g. clerk, driver, accountant) and did not specify the branch of industry in which they worked. A large number of the tables are concerned with tabulating the occupations of the people in various 'employment status' groups, that is whether they were self-employed, managers, foremen or supervisors, professional employees, etc. Analyses are given by age, sex and marital status; the present occupation of part-time workers is related to their previous full-time occupation; there are tables showing the hours worked by part-time workers; and tables showing the occupations of persons born outside England and Wales. The figures in this report are, at the most, broken down geographically by regions, conurbations, and national and regional urban/rural aggregates. Occupation figures for individual local authority areas are contained in the series of *Occupation, Industry, Socio-Economic Groups* county reports, of which 10 have now been published (see *Board of Trade Journal* dated December 31, 1965, page 1546).

The Interim Committee of the Ministerial Meeting on Science of the Organization for Economic Co-operation and Development has now made available the four papers it sponsored for consideration by the second conference of ministers in OECD countries responsible for scientific research and technological development, which was held in Paris in January 1966. They are: **Government and Allocation of Resources to Science** (66 pages. 6s., by post 6s. 6d.), **Government and Technical Innovation** (60 pages. 6s., by post 6s. 6d.), **Fundamental Research and the Policies of Governments** (72 pages. 9s., by post 9s. 6d.), and **The Social Sciences and the Policies of Governments** (102 pages. 9s., by post 9s. 7d.) (All available from HM Stationery Office and Government bookshops). As science and technology now have a major impact on many aspects of national and international life, governments have taken a much greater interest in developing national scientific potential and in ensuring that science contributes effectively to a number of important objectives of national policy. These reports represent a survey of current thought and range over all aspects of governmental interest and participation.

Agriculture and Economic Growth. Organization for Economic Co-operation and Development (121 pages. 17s. 6d., by post 18s. 4d., from HM Stationery Office and Government bookshops). Agriculture is a major economic sector in all countries, but frequently does not fully share in the improved income levels that arise from economic growth. In order to define more clearly both the role of agriculture in economic growth and the changes needed to improve incomes in the industry, the OECD appointed a committee to study these problems. This, their report, points out that, although income maintenance through price support has been the dominant feature of agricultural policy in most OECD countries since the last war, this support has become increasingly costly to governments and less effective for the farmers themselves. The committee felt that a genuine improvement in individual incomes in agriculture could only be obtained through substantial reorganization, and, in most countries, by a continued reduction in the numbers of persons employed in the industry. These conclusions are consistent with those contained in other OECD reports on agricultural policy, particularly those on *Low Incomes in Agriculture* (1964, 42s.) and on the **Inter-relationship Between Income and Supply Problems in Agriculture** (156 pages. 30s., by post 30s. 10d. from HM Stationery Office and Government bookshops). This latter report, a policy statement of the Committee for Agriculture of the OECD, also discusses another problem confronting the industry, that of outlets for the increased production which would accrue from increased efficiency. Production of some commodities in a number of the OECD countries has already risen beyond the amounts which the market can absorb at remunerative prices. Accordingly, adjustments in both the volume and the pattern of agricultural production may be necessary. Various methods of achieving a more precise control of supplies are discussed. Among them systems of global, and individual producer, quotas, and land retirement programmes. However, given a more satisfactory farm structure created by a reduction in the number of low-income farms – if necessary accelerated by government intervention – a satisfactory adjustment of supply may be reached, since larger farms generally have greater scope for determining their volume and pattern of output. The report concludes with a discussion of the influence of international agreements in regulating supply. (A 50-page annex contains a variety of statistical tables on related aspects).

Other publications

BRITAIN: AN OFFICIAL HANDBOOK. Prepared by the Central Office of Information. 1966 edition. 590 pages. 30s., by post 33s., from HM Stationery Office and Government bookshops.
ICELAND. *Economic Survey by the OECD.* 32 pages. 5s., by post 5s. 6d., from HM Stationery Office and Government bookshops.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Feb. 15 to 18	**Earth moving equipment, plant ancillaries and spares, motor vehicles.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Earth moving equipment: Excavators by Ransomes & Rapier (410 and 431), Ruston Bucyrus (including 33-RB rigged face shovel and 33-RB rigged crane), mobile cranes by Bay City, Coles, Jones, Ransomes & Rapier and Taylor, crawler tractors, angledozers and bulldozers by Allis Chalmers (HD 14) and Caterpillar (D4, D7, D8), AEC 'Matador' tractors and refuellers, Leyland 'Hippo' heavy duty trucks and tractors, scrapers, compressors, steam cleaners, factory trucks, firefighting vehicles.

Plant ancillaries and spares: 200 lots by Blaw Know, Caterpillar, Coles, Ferguson, Fowler Michigan, Ruston Bucyrus and Vickers, including dragline buckets, bushes, brake bands, clutches, gears, hoist ropes, pistons, pinions, rollers, shafts, sheaves, tracks, etc.

Commercial and private vehicles: 200 saloons, limousines and estate cars including Austin Princess limousine, Jaguar XK 150, Chevrolet sedans, Ford Anglias, Populars, Prefects and Consuls Mk. II, Morris Minors and Mini-Minors, Humber 'New Hawk' saloons and touring limousines, 90 Land Rovers, 250 Austin 'Champs' (Rolls Royce engines); heavy duty trucks; tractors and breakdown vehicles by AEC, Albion, Bedford, Leyland and Scammell; hydraulic tippers (3-10 tons); coaches and many other load-carrying and dual-purpose vehicles; mobile tankers (200-2,500 gallons); low-loading transporter, office and other trailers (8 cwts.-40 tons); solo motor cycles by BSA, Douglas 'Vespa', James, Matchless and Triumph.

Feb. 24 .	**Technical and miscellaneous stores including:**	**Central Ordnance Depot, Donnington, Nr. Wellington, Salop.**	**Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. Shrewsbury 53151).**

Ruston Hornsby and Perkins diesel engines; 160 petrol and diesel generator sets; charging sets; crank shafts; fuel injectors; rotors; armatures; battery chargers; 43 Warsop concrete breakers; 43 Benjo earth rammers; lifting jacks 32-ton; portable crane 35-cwt.; 1,500 water containers; gasoline pumping set; petrol engine and diaphragm water pumps; rubber and canvas hose; Stellar purification plant; Matbro forklift truck; industrial tractors and auto trucks; amplifiers; transformers; aerials; variometers; frequency meters; loudspeaker units; goniometer units; mains rectifiers; relay set junctions; switchboard equipment; power transformers; power leads and electric cable; lead acid batteries; pipe cutting tools; 970 wireless reception sets; 220 teleprinters; 2,900 telephone sets; 40 theodolites; 1,030 prismatic binoculars; drawing instruments; measuring tapes; beam compasses; survey staves; instrument stands; flash spotting equipment; microwave distance measuring equipment; clinometers; 2,250 wrist, marching and prismatic compasses; watches; canvas satchels; canvas sheet; scrap leather; 400 anglepoise adjustable lamps; tank periscopes; large quantities of miscellaneous spares.

March 1 .	**Machine tools, bearings and miscellaneous stores including:**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

MT spares; Austin engines; Dawson water units; three water cooler towers; water containers; time recorders; miscellaneous medical equipment; extractor vents; 3-ton electric hoist and gantry; miscellaneous electrical equipment.

March 10 & 11	**Vehicles, machine tools and miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**
March 16 .	**Miscellaneous stores and equipment** . .	**No. 7 Maintenance Unit, Royal Air Force, Quegeley, Glos.**	**Bruton Knowles & Co. (Dept. L), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).**
March 17 .	**Machine tools, plant and equipment, clothing, textiles and miscellaneous stores.**	**Ordnance Storage and Disposal Depot, Rotherwas, Nr. Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. Hereford 4366).**

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

New overseas postal services

THE GPO ANNOUNCE that two new overseas postal services were introduced and changes made in others from February 1.

The bulk posting facility is being made available for all advertising matter sent abroad. At the same time the postage charges for bulk postings of printed papers going overseas will be cut by about 9 per cent. This figure is made up by a reduction of 4 per cent in charges resulting from a new method of calculating postage due and a discount of 5 per cent of the total postage charge. The Postmaster General, Mr. Anthony Wedgwood Benn, said recently that this could represent a saving of a quarter of a million pounds for British business and still leave the Post Office up to £100,000 a year better off through increased productivity.

Another new service will be called 'Phonopost', and will be available to many overseas countries. Tape, wire and disc recordings bearing messages of a current and personal nature may, from February 1, be sent by the new service instead of, as at present, at letter post rates. The surface rate will be 5d for each two ozs. and the air mail rates 6d., 7d. or 8d. for each ½ oz. according to destination.

As a result of a decision of the Universal Postal Union at the Vienna Congress in 1964, intended to reduce the number of categories of mails, the 'commercial papers' category will be abolished. Some of the correspondence up to now sent at the 'commercial papers' rate will qualify for the printed paper rate, while other items will have to be sent by letter post.

Also as a result of an UPU decision, the definition of a sample which can be sent by sample post is being revised to 'sample of merchandise of no commercial value which is sent free of charge to advertise it and which is not intended for sale'. In future dutiable articles will not be accepted in the sample post.

Notes: An example of the reduction in postage charges for advertising material for abroad under the new bulk posting arrangements:

1,000 brochures weighing just under one oz. each sent to an overseas country would cost over £10 in postage if posted individually. Bulk posted in one bag weighing approximately 66 lbs., they would cost £3 3s. 0d.

Phonopost: Apart from the recording, a packet may only contain instructions about playing the recording and, if appropriate, needles for playing it. The word 'Phonopost' must be written in capitals above the address, and it must be so packed that it is easily openable for examination. It must bear a 'green label' customs declaration.

Examples of the types of correspondence up to now acceptable at the 'commercial rate' and now proper for printed paper rates are: correspondence between pupils of schools, when sent through the principals of the schools; pupils' exercises in the original, or when corrected; manuscripts of works or for newspapers; musical scores or sheets of music in manuscript.

The following items which up to now have been sent as commercial papers will normally have to be sent by letter post: bills of lading, way bills, invoices and receipts, copies of or extracts from deeds, documents drawn up by public officials, out-of-date correspondence, papers of legal proceedings, insurance companies' documents, and statements of accounts.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	118	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1964															
1st quarter	123	127	141	136	123	105	146	116	156	178	146	+ 95	+ 79	+10	+ 3
2nd quarter	124	128	143	137	122	105	151	121	155	184	153	+172	+126	+13	+12
3rd quarter	125	128	146	140	123	106	156	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	158	128	170	186	155	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	161	189	162	+ 57	+ 49	—10	+11
2nd quarter	126	131	151	145	123	107	158	127	165	182	162	+ 95	+ 83	— 5	+ 6
3rd quarter	127	131	153	147	124	108	158	131	152	189	164	+127	+ 71	+21	+19
1965															
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
October	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	131*				110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices							series shown in thousands						
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	£ million
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965			131·8	+4·9			157·9	309	265	+44	..	150	145	
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	164*	117*	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter			133·5	+4·6	111·2*	130·2*	161·8	305	255	—29	—34	153	151	
1965														
June	166	127	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	167*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	164*	117*	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	166*	121*	132·9	+4·8	111·1*	130·2*	161·0	309	265	—10	—12	151	146	..
November	167*	124*	133·5	+4·5	111·2*	130·2*	162·0	301	253	—12	—16	156	153	
December			134·1	+4·5	111·4*	130·3*	162·5	304	246	— 7	—11	153	155	
1966														
January								285	245	—1	— 1			

† Not seasonally adjusted. * Provisional.

United Kingdom trade in 1965

Provisional figures for December appeared in the Board of Trade Journal *dated January* 21.

Exports

1965 was a good year for exports. The total value, £4,724 million, was 7 per cent higher than in 1964, and this was one of the highest rates of increase in the past decade. The increase in the previous year had been 5 per cent, about the annual rate of growth in recent years. Although higher prices accounted for about one-third of last year's increase, the rise in the volume of exports, of nearly 5 per cent, was well above the average rate of some 3 per cent per annum since 1954.

In the first half of 1965 the trend in exports was fairly flat after the quite strong rise in the closing months of 1964. The main increase last year developed in the third and fourth quarters, giving a rise for the second half-year over the first of nearly 6 per cent.

The principal element in this acceleration in growth was a very sharp rise in exports to North America. The pattern of exports to this market last year was to some extent distorted by the effects of the American dock strike early in the year. 1965 saw a big increase in North American demand for goods from overseas, against a background of a particularly fast rate of economic expansion in the United States and the buoyant Canadian economy. Among the other main market areas, exports to Western Europe showed comparatively little change during the year. Exports to EFTA countries began the year well above the levels of a year earlier, but thereafter were virtually unchanged, and those to EEC only turned upwards in the fourth quarter of last year, after their fall in the second half of 1964. Exports to overseas sterling area countries ran fairly level through most of 1965 at the high rate reached at the beginning of the year, though moving up a little in the closing months. There was a considerable recovery in the course of 1965 in exports to the Soviet Union and Eastern Europe after their sharp fall during the preceding year.

Exports of machinery, which had shown some weakness in 1964, recovered in the first half of 1965 and then expanded strongly in the second half. With a big increase in aircraft, exports of transport equipment rose to a high rate in the latter part of last year. Semi-manufactured goods showed a high rate of growth, with the very rapid expansion in exports of metals during the first three quarters of the year, though this flattened off in the closing months. Exports of a wide range of consumer goods increased strongly in 1965.

Imports

Following a period of rapid expansion in 1963 and 1964, the growth of imports showed a marked slowing down in 1965, with only a 1 per cent further increase. The total value for the year was £5,763 million, a rise of £68 million compared with 1964. With prices showing little change, the increase represented a small rise in the volume of imports. In 1963 and 1964 there had been increases of 4 and 11 per cent in volume. During 1965, the trend was depressed in the first quarter under the combined influence of American dock strikes, which delayed some shipments to this country, and of the initial effect of the temporary import charge, then at 15 per cent. The level of imports increased sharply in the second quarter as arrivals of delayed imports from North America coincided with an increase in imports of manufactured goods following the reduction of the import charge to 10 per cent, the change being introduced towards the end of April but announced at the end of February. The monthly pattern of imports continued rather variable throughout the remainder of the year, but the average level did not change much during the second half of 1965, when the value was about 2½ per cent more than in the corresponding period of 1964.

The slower growth in imports last year was fairly general among the broad commodity groups. Imports of industrial materials, which fell a little during the second half-year, were about 1½ per cent higher in value for the year as a whole, with part of the increase reflecting higher prices. The small rise in this category of imports

United Kingdom trade

Table 1. Annual totals

£ million
(*percentage change on a year earlier*)

	Exports f.o.b.	% change	Imports c.i.f.	% change	Re-exports f.o.b.	% change
1956	3,226	*+9*	3,945	*+ 0*	143	*+23*
1957	3,374	*+5*	4,139	*+ 5*	130	*— 9*
1958	3,250	*—4*	3,834	*— 7*	141	*+ 8*
1959	3,423	*+5*	4,087	*+ 7*	131	*— 7*
1960	3,648	*+7*	4,655	*+14*	141	*+ 8*
1961	3,796	*+4*	4,546	*— 2*	159	*+13*
1962	3,905	*+3*	4,628	*+ 2*	158	*— 1*
1963	4,211	*+8*	4,983	*+ 8*	154	*— 3*
1964	4,412	*+5*	5,696	*+14*	153	*— 1*
1965	4,724	*+7*	5,763	*+ 1*	173	*+13*

Table 2(B)
Recorded values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1965 October	391·8	488·0	15·1
November	446·1	499·9	15·3
December	416·6	497·9	17·1

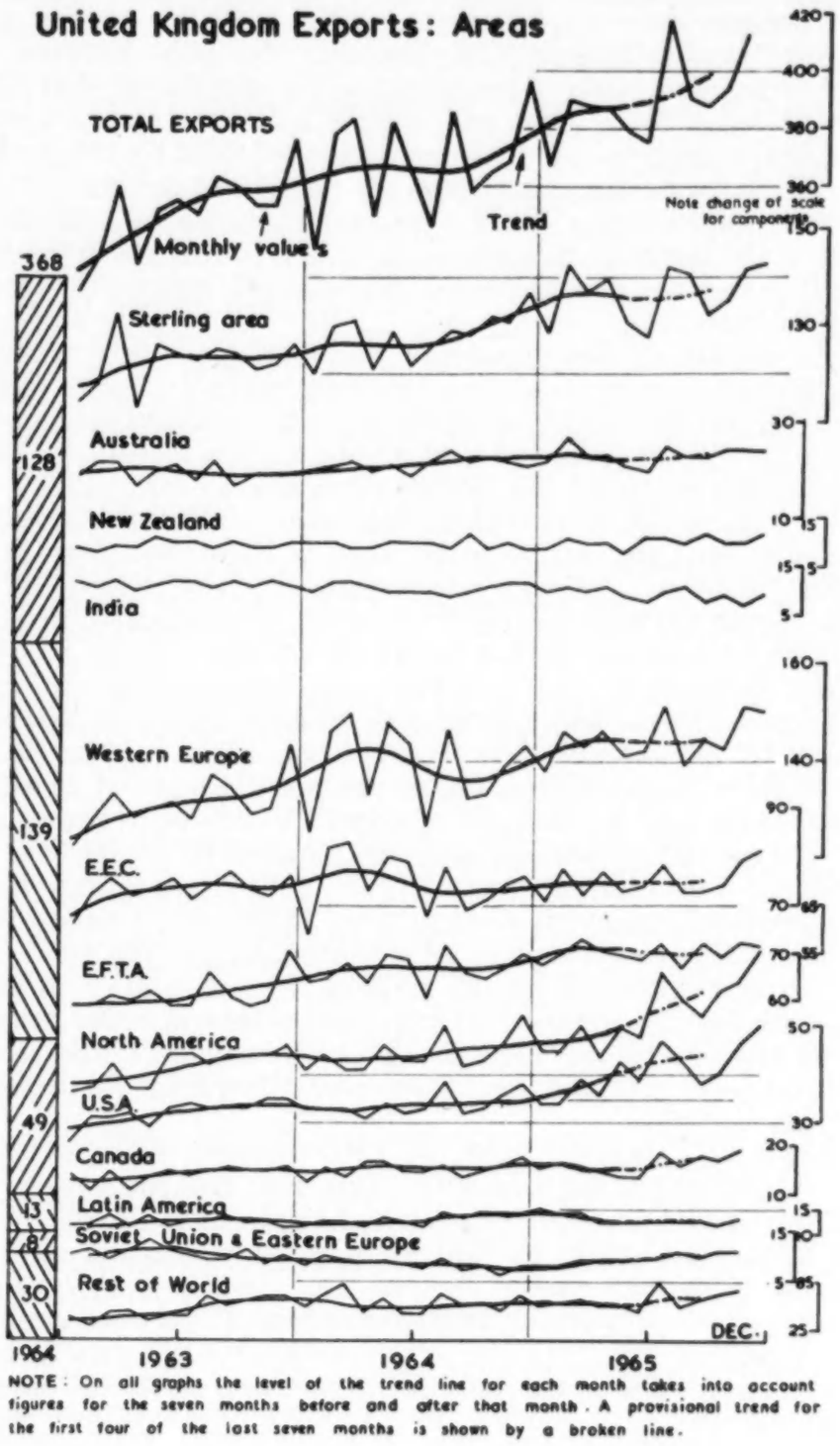
Table 2(A). United Kingdom trade
Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	480	14	—23*
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1965 July	418	485	17	— 4
August	391	501	15	—48
September	388	476	14	—25
October	394	484	15	—22*
November	413	498	14	—18*
December	421	491	17	+ 3*
1965 July-Sept.	399	489	15	—26
Oct.-Dec.	410	490	16	—12*

*Estimated

was associated with the moderate increase in manufacturing production last year which, on average, was 3 per cent higher in the first eleven months than the 1964 average, though little changed during the year, and with the rather less substantial rate of stockbuilding than in 1964. Semi-manufactures, which account for over half of industrial materials imports, include many categories of goods subject to the temporary import charge and imports of a number of these showed substantial falls last year. Imports of finished manufactures, nearly all of which are subject to the import charge, increased last year by 5 per cent, as against 28 per cent in the previous year, and showed a tendency to flatten out during the second half-year. Imports of consumer goods were about 11 per cent less than in 1964, but the categories comprising mainly capital goods, no doubt influenced by the higher level of fixed investment in 1965, increased by about 14 per cent. Imports of beverages, also mainly subject to the charge, were 9 per cent lower in 1965 and imports of tobacco were 7 per cent lower. Food imports, which had risen in value by 6 per cent in both 1963 and 1964, fell by 3 per cent last year, though they were back to a high level by the close of the year. Fuel imports have increased steadily over the years and last year showed a further rise of 6 per cent in value and rather more by volume.



NOTE: On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

Table 3. United Kingdom exports: areas
Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1965	1964				1965			
	1954-64 per cent	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	+ 1	137	127	124	128	133	136	133	138	140
Australia	..	23	21	20	23	22	24	22	24	24
New Zealand	..	10	10	10	10	10	10	10	11	11
India	..	10	12	10	9	12	10	10	10	8
South Africa Republic	..	22	17	19	21	22	20	21	20	26
Irish Republic	..	15	13	14	14	14	14	15	15	14
Western Europe	+ 8	145	140	142	135	138	143	143	145	148
EEC	+ 9	75	77	77	71	74	74	75	75	78
EFTA	+ 6½	56	51	53	51	53	56	55	55	56
Other	+ 9	14	12	12	12	12	12	13	14	15
North America	+ 6	58	47	48	50	52	52	53	61	66
USA and Dependencies	+ 8	42	33	32	35	35	36	40	43	47
Canada	+ 3	17	15	17	15	16	16	14	17	19
Latin America	+ 2½	13	12	12	13	14	15	12	13	13
Soviet Union and Eastern Europe	+16	9	9	9	8	7	8	9	10	10
Rest of World	+ 4½	31	32	29	30	31	31	30	32	33
Total	+ 4½	394	366	365	363	376	383	381	399	410

The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1954-64.
.. not available.

Trade Balance

The visible trade deficit, on a payments basis, is provisionally estimated at about £270 million in 1965, half the deficit of £534 million for the year 1964. The strong growth in exports last year, together with the much moderated rise in imports, led to this substantial reduction. By the fourth quarter, the rate of deficit had fallen by a further sizeable amount. With exports continuing to increase and imports remaining unchanged, the deficit was down to about £12 million a month, or about £150 million at an annual rate.

The area pattern of exports

The changing pattern

In 1965, 37 per cent of our exports went to Western Europe, 35 per cent to the overseas sterling area, 15 per cent to North America and 13 per cent to the rest of the world. There was a fall of one point compared with 1964 in the proportion of our exports going to Western Europe, where the EEC market showed little expansion, and a gain of 2 points in trade with North America, accounted for by buoyant exports to the United States. A decade ago the pattern was markedly different; in 1954, the sterling area was by far the most important market for our exports, taking 48 per cent of the total, against only 28 per cent going to Western Europe.

Exports of machinery and scientific instruments have risen from

Table 4. United Kingdom exports by areas and countries

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Non-Sterling Area:			
North America	556·6 (+ *1*)	594·2 (+ *7*)	700·0 (+*18*)
Canada	173·4 (— *8*)	187·7 (+ *8*)	200·5 (+ *7*)
United States & Deps.	383·2 (+ *5*)	406·5 (+ *6*)	499·5 (+*23*)
Western Europe	1,571·3 (+*12*)	1,666·4 (+ *6*)	1,735·9 (+ *4*)
EFTA including Finland	557·9 (+ *7*)	622·5 (+*12*)	666·5 (+ *7*)
Finland	53·9 (— *2*)	64·7 (+*20*)	71·9 (+*11*)
Sweden	169·2 (+*10*)	198·2 (+*17*)	219·4 (+*11*)
Norway	94·8 (+*12*)	86·4 (— *9*)	86·1 (— *0*)
Denmark & Greenland	105·3 (+ *2*)	118·9 (+*13*)	124·6 (+ *5*)
Switzerland & Liechtenstein	74·7 (+*14*)	87·1 (+*17*)	89·4 (+ *3*)
Portugal, Azores and Madeira	31·8 (+ *1*)	36·1 (+*14*)	40·5 (+*12*)
Austria	28·2 (+*15*)	31·0 (+*10*)	34·6 (+*12*)
EEC	874·3 (+*14*)	898·5 (+ *3*)	904·5 (+ *1*)
Western Germany	214·6 (+ *7*)	221·6 (+ *3*)	255·0 (+*15*)
Netherlands	171·4 (+*11*)	196·3 (+*15*)	192·9 (— *2*)
Belgium and Luxembourg	142·1 (+ *7*)	162·8 (+*15*)	170·4 (+ *5*)
France	182·5 (+*30*)	187·9 (+ *3*)	177·3 (— *6*)
Italy	163·8 (+*18*)	129·8 (—*21*)	108·9 (—*16*)
Other Western Europe:			
Spain, Canary Islands and Spanish Ports in North Africa	68·3 (+*15*)	75·2 (+*10*)	95·3 (+*27*)
Other	70·8 (+*12*)	70·2 (— *1*)	69·6 (— *1*)

23 per cent of total exports in 1954 to 29 per cent in 1965, a little higher than in 1964, and road motor vehicle exports have also increased in importance – 12 per cent of the total in 1965 compared with 9 per cent in 1954. Exports of semi-manufactured goods dropped from 38 per cent in 1954 to 35 per cent in 1965.

TABLE 4, *continued*

	Year 1963	Year 1964	Year 1965
Soviet Union and Eastern Europe	123·5 (+*11*)	99·4 (—*20*)	111·8 (+*12*)
Soviet Union	55·6 (+*32*)	38·0 (—*32*)	45·5 (+*20*)
Other	67·9 (— *2*)	61·4 (—*10*)	66·3 (+ *8*)
Latin America	142·6 (—*11*)	150·5 (+ *6*)	158·6 (+ *5*)
Venezuela	20·1 (+*12*)	22·9 (+*14*)	24·7 (+ *8*)
Argentina	25·0 (—*47*)	27·6 (+*10*)	26·8 (— *3*)
Other	97·5 (+ *1*)	100·0 (+ *3*)	107·0 (+ *7*)
Other Non-Sterling	349·7 (+*11*)	363·4 (+ *4*)	372·1 (+ *2*)
Middle East	186·3 (+*14*)	183·6 (— *1*)	186·0 (+ *1*)
Israel	44·7 (+*24*)	53·0 (+*19*)	52·8 (— *0*)
Africa	31·8 (+ *6*)	38·2 (+*20*)	35·6 (— *7*)
Asia	111·8 (+*12*)	121·1 (+ *8*)	123·9 (+ *2*)
Japan	51·1 (+*15*)	58·6 (+*15*)	50·6 (—*14*)
Extra European Possessions of European Countries	19·8 (— *5*)	20·5 (+ *4*)	26·6 (+*30*)
Total Non-Sterling	2,743·6 (+ *8*)	2,874·0 (+ *5*)	3,078·5 (+ *7*)
Sterling Area:			
Commonwealth Europe	30·9 (+ *3*)	28·5 (— *8*)	31·8 (+*12*)
Cyprus	15·3 (+ *3*)	11·1 (—*27*)	15·5 (+*40*)
Other Western Hemisphere	73·0 (—*10*)	81·0 (+*11*)	86·8 (+ *7*)
Jamaica	19·4 (—*15*)	23·5 (+*21*)	23·3 (— *1*)
Trinidad and Tobago	24·2 (— *1*)	24·3 (+ *0*)	25·0 (+ *3*)
Australasia and Pacific	358·0 (+ *5*)	381·4 (+ *7*)	413·3 (+ *8*)
Australia	236·6 (+ *3*)	256·8 (+ *9*)	280·3 (+ *9*)
New Zealand	115·2 (+ *7*)	117·4 (+ *2*)	124·9 (+ *6*)
Commonwealth Asia	344·5 (+ *8*)	335·9 (— *2*)	342·0 (+ *2*)
India	138·2 (+*17*)	128·9 (— *7*)	114·1 (—*11*)
Pakistan	42·0 (— *2*)	44·2 (+ *5*)	50·4 (+*14*)
Ceylon	23·0 (— *7*)	19·9 (—*13*)	18·9 (— *5*)
Malaysia	85·5 (+ *1*)	84·2 (— *2*)	92·2 (+*10*)
Hong Kong	55·0 (+*13*)	57·8 (+ *5*)	65·0 (+*12*)
Commonwealth West Africa	116·9 (+ *4*)	118·8 (+ *2*)	125·8 (+ *6*)
Sierra Leone	11·1 (+ *1*)	12·8 (+*15*)	10·3 (—*20*)
Ghana	38·7 (+ *6*)	33·6 (—*13*)	40·7 (+*21*)
Federation of Nigeria	65·4 (+ *3*)	70·8 (+ *8*)	72·6 (+ *3*)
Other Commonwealth Africa	94·0 (+ *2*)	97·4 (+ *4*)	110·6 (+*14*)
Zambia, Malawi, Southern Rhodesia	40·6 (— *2*) (1)	40·6 (— *0*)	50·1 (+*23*)
Tanzania	10·6 (+ *5*)	9·9 (— *7*)	11·0 (+*11*)
Kenya	30·2 (+ *2*)	32·9 (+ *9*)	34·3 (+ *4*)
Mauritius	6·5 (+ *8*)	7·3 (+*12*)	6·2 (—*15*)
Commonwealth Middle East	30·2 (+ *5*)	28·9 (— *4*)	30·4 (+ *5*)
Aden	12·5 (+*12*)	12·9 (+ *3*)	13·9 (+ *8*)
Bahrain	7·5 (— *9*)	7·6 (+ *1*)	8·7 (+*14*)
Non-Commonwealth Middle East	47·4 (+*21*)	47·2 (— *0*)	51·0 (+ *8*)
Libya	15·5 (+*15*)	17·6 (+*14*)	21·6 (+*23*)
Kuwait	21·7 (+*25*)	19·2 (—*12*)	18·9 (— *2*)
Jordan	9·0 (+*23*)	8·8 (— *2*)	8·3 (— *6*)
Other Sterling Area	372·5 (+*21*)	418·6 (+*12*)	453·7 (+ *8*)
Irish Republic	149·5 (+*10*)	165·5 (+*11*)	175·7 (+ *6*)
Iceland	6·1 (+*22*)	6·0 (— *2*)	6·9 (+*15*)
Republic of South Africa	205·0 (+*33*)	236·2 (+*15*)	261·1 (+*11*)
South West Africa	1·6 (—*11*)	2·6 (+*63*)	2·1 (—*19*)
Burma	10·3 (—*13*)	8·3 (—*19*)	7·9 (— *5*)
Total Sterling	1,467·5 (+ *8*)	1,537·6 (+ 5)	1,645·3 (+ *7*)

(1) Separate figures not available prior to 1965.

North America

The strongest rise in demand for United Kingdom exports in 1965 came from the North American market, where an increase of £106 million over a year earlier accounted for nearly a third of the total rise in United Kingdom exports. This increase, of 18 per cent, compares with 7 per cent in the preceding year and an average of some 5 per cent per annum over the previous decade. The pattern of exports was to some extent affected by the American dock strike early in the year. The very sharp rise occurred at about mid-year to give a rate for the second half year 17 per cent up on the first. Though there were signs in the fourth quarter of some moderating in the growth rate, the underlying trend was still strongly upwards.

The main part of the expansion was contributed by exports to the United States which, at £500 million, were £93 million (or 23 per cent) higher than in the previous year, an increase which reflects the surge in import demand which has accompanied the accelerated expansion in the United States economy.

Most commodities exported to the United States showed high rates of growth. Aircraft exports were particularly buoyant, with the beginning of the delivery programme for BAC One-Elevens the main factor in raising the total for aircraft and parts in 1965 to £25 million, compared with around £4 million a year for several years past. Exports of iron and steel amounted to over £31 million in 1965, over double the rate of £15 million in the previous year, but some of this increase reflected stockbuilding in anticipation of a threatened strike in the United States. Exports of non-ferrous metals, at over £17 million, were some 50 per cent above a year earlier. Exports of machinery and instruments to the United States last year, at £80 million, were 23 per cent higher than in 1964. There were also sharp rises in a wide range of consumer goods, including whisky (an increase of £8 million, 17 per cent), works of art (an increase of some £6 million, 60 per cent) and clothing (an increase of £1½ million, 20 per cent). Cars was the one major sector of exports to the United States which was weak last year. At not quite £41 million, they were over £2 million (or 6 per cent) lower than in 1964.

Exports to Canada in 1965, at £200 million, were £13 million or 7 per cent higher than in 1964. This rise compares with one of 8 per cent in the previous year, which had followed two years of decline from the peak in United Kingdom exports to Canada reached in 1962. The major part of the rise last year occurred in the machinery and instruments group, which was 14 per cent higher than a year earlier. Exports of transport equipment showed no change from the 1964 rate, though there was a small fall in exports of cars.

(*Continued on page* 242)

Table 5. United Kingdom exports: commodity classes
Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1965	1964				1965			
	1954-64 per cent	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco	+ 4½	25	23	24	24	25	23	24	26	26
Basic materials	+ 4½	13	14	14	12	13	12	12	13	13
Fuels	— ½	11	12	12	11	12	12	11	11	11
Manufactures	+ 5	333	305	305	307	314	322	323	337	347
Non-electric machinery	+ 8½	78	74	72	69	72	72	74	82	83
Electric machinery	+ 5½	28	26	26	26	26	28	28	28	28
Road motor vehicles	+ 7½	47	45	44	43	47	46	46	47	49
Other transport equipment	— 4½	13	11	9	10	9	14	10	12	19
Chemicals	+ 6½	37	33	34	35	35	36	36	37	37
Metals and misc. metal mfrs.	+ 3½	46	40	41	41	43	44	46	48	47
Textiles	— 2½	23	22	23	23	24	23	23	23	23
Other	+ 5½	61	54	57	58	59	60	60	59	64
Clothing and footwear	..	5	5	5	5	5	5	5	5	6
Instruments	+10½	8	7	8	7	8	8	8	9	9
Miscellaneous	+ ½	12	12	11	11	12	13	12	13	12
Total	+ 4½	394	366	365	363	376	383	381	399	410

The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1954-64.
.. not available.

Imports and United Kingdom exports

Table 6. Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom Exports			
	1st qtr. 1965	2nd qtr. 1965	3rd qtr. 1965	4th qtr. 1965	1st qtr. 1965	2nd qtr. 1965	3rd qtr. 1965	4th qtr. 1965
0. Food and Live Animals . . . . . Total	390·4	400·3	378·0	404·7	35·4	39·1	38·2	42·0
00 Live animals	13·6	8·3	12·6	13·1	7·0	12·2	9·4	8·3
01 Meat and meat preparations	91·8	94·9	93·6	87·5	1·9	2·7	2·7	2·6
02 Dairy products and eggs	61·8	49·4	36·3	60·7	2·0	2·8	3·0	2·8
03 Fish and fish preparations	15·7	13·9	18·9	19·1	2·6	2·2	2·6	2·7
04 Cereals and cereal preparations	52·6	58·7	61·4	59·2	5·2	4·6	5·2	7·0
05 Fruit and vegetables	68·1	86·9	66·7	67·6	2·8	2·0	2·1	4·5
06 Sugar, sugar preparations and honey . . .	22·1	27·0	26·4	27·4	6·9	5·6	5·6	5·7
07 Coffee, cocoa and preparations, tea and spices . .	37·9	36·2	38·4	43·3	3·1	2·7	3·3	4·0
08 Feeding stuff for animals	20·2	17·5	17·3	20·8	1·3	1·4	1·7	1·6
09 Miscellaneous food preparations	6·5	7·5	6·5	6·0	2·6	2·9	2·7	2·8
1. Beverages and Tobacco . . . . . Total	18·2	28·4	43·8	46·7	26·3	33·7	37·7	45·5
11 Beverages	8·2	11·9	17·0	15·6	21·6	28·9	32·2	40·5
12 Tobacco	10·0	16·6	26·8	31·1	4·7	4·8	5·5	4·9
2. Crude Materials, Inedible . . . . . Total	258·6	264·5	265·9	257·4	36·3	36·2	34·5	37·3
21 Hides, skins and fur skins, undressed . . .	17·3	12·0	12·0	14·5	1·4	1·4	1·4	1·2
22 Oil seeds, oil nuts and oil kernels	11·1	11·9	12·8	13·4	0·1	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	13·0	11·1	11·5	11·7	2·7	2·8	2·4	2·8
24 Wood, lumber and cork	43·1	52·9	73·7	50·6	0·2	0·2	0·1	0·1
25 Pulp and waste paper	37·3	37·1	31·6	33·6	0·5	0·4	0·4	0·5
26 Textile fibres, not manufactured and their waste .	67·6	64·1	46·3	55·0	21·9	21·0	20·5	22·4
27 Crude fertilizers and minerals	11·0	12·7	12·5	13·8	4·5	5·4	5·2	5·3
28 Metalliferous ores and metal scrap	45·3	51·8	53·2	51·8	3·6	3·9	3·5	3·8
29 Crude animal and vegetable materials . . .	12·9	10·8	12·3	13·0	1·4	1·1	0·9	1·1
3. Mineral Fuels, Lubricants, etc. . . . . Total	165·0	155·5	143·6	152·7	36·9	31·2	31·9	33·3
33 Petroleum and petroleum products	162·2	152·7	141·5	149·8	29·6	25·7	26·2	26·3
Coal, coke, gas and electric energy	2·8	2·8	2·1	2·9	7·4	5·6	5·7	7·0
4. Animal and Vegetable Oils and Fats . . . Total	16·6	15·9	17·0	15·0	1·4	1·7	1·8	1·8
5. Chemicals . . . . . Total	62·3	73·5	75·2	72·0	107·2	113·8	107·6	110·6
51 Chemical elements and compounds	24·0	30·1	34·2	31·1	27·2	28·2	26·2	24·9
53 Dyeing, tanning and colouring materials . . .	3·8	4·1	4·3	3·7	13·0	13·8	13·5	14·2
54 Medical and pharmaceutical products . . .	2·2	2·5	3·1	3·3	16·0	17·1	16·8	16·9
55 Essential oils and perfume materials . . .	4·0	4·0	3·9	3·5	8·3	9·2	9·1	10·9
56 Fertilizers, manufactured	5·7	4·6	4·8	4·3	2·7	1·8	1·9	1·7
58 Plastic materials and artificial resins . . .	11·8	14·9	13·7	14·4	19·9	20·2	19·3	21·6
All other chemical materials and products . .	10·7	13·3	11·3	11·9	19·9	23·4	20·7	20·4
6. Manufactured Goods Classified Chiefly by Material . Total	264·0	278·5	262·7	283·0	289·3	316·2	288·0	317·3
61 Leather, leather manufactures and dressed furs . .	6·0	6·8	6·5	7·0	7·2	7·8	7·3	8·1
62 Rubber manufactures, n.e.s.	2·8	3·2	3·3	3·5	11·5	12·2	11·1	12·1
63 Wood and cork manufactures (excluding furniture) .	17·9	17·2	16·8	17·5	1·4	1·5	1·5	1·4
64 Paper, paperboard and manufactures thereof . .	28·0	32·1	32·9	30·0	12·5	12·4	12·1	13·5
65 Textile yarn, fabrics and articles	38·1	36·5	38·3	38·7	68·5	70·0	67·7	68·2
66 Non-metallic mineral manufactures	52·8	56·7	50·7	55·1	60·5	64·0	52·4	67·9
67 Iron and steel	18·5	19·7	19·4	20·3	54·2	62·2	56·4	61·2
68 Non-ferrous metals	89·7	94·4	83·7	99·7	36·2	45·1	41·1	45·6
69 Manufactures of metal, n.e.s.	10·3	11·8	11·2	11·2	37·2	40·8	38·4	39·4
7. Machinery and Transport Equipment . . . Total	131·3	158·4	154·4	162·1	474·7	510·3	475·5	525·1
71 Machinery other than electric	83·2	98·0	95·1	94·3	218·0	239·3	229·2	244·1
72 Electrical machinery, apparatus and appliances .	29·0	32·0	32·4	32·7	82·2	86·9	77·2	84·6
73 Transport equipment	19·2	28·3	26·9	35·1	174·6	184·1	169·1	196·4
8. Miscellaneous Manufactured Articles . . . Total	66·0	69·6	70·8	69·5	79·9	88·3	91·6	97·9
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·3	1·3	1·5	1·4	3·3	3·3	3·1	3·3
82 Furniture	2·0	2·3	2·1	2·1	3·1	3·6	3·5	4·2
83 Travel goods, handbags and similar articles . .	0·9	1·0	1·0	1·0	0·7	0·7	0·8	0·8
84 Clothing	15·4	13·5	14·5	14·0	10·7	9·9	14·6	14·4
85 Footwear	6·0	4·5	3·7	3·8	3·3	3·4	4·1	4·5
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	16·3	19·1	19·3	17·3	22·8	26·5	24·7	26·4
89 Miscellaneous manufactured articles, n.e.s. . .	24·3	27·9	28·8	29·9	36·1	40·9	40·9	44·4
5-8 Manufactured Goods . . . . . Total	523·7	579·9	563·2	586·6	951·1	1,028·6	962·7	1,050·9
9. Commodities and Transactions not Classified according to Kind . . . . . Total	22·1	16·6	16·9	16·1	34·5	34·6	35·0	44·2
TOTAL ALL SECTIONS	1,394·6	1,461·1	1,428·4	1,479·3	1,121·9	1,205·2	1,141·7	1,255·0

Overseas sterling area

The export earnings of the countries making up the overseas sterling area depend, to a considerable extent, on their exports of the primary commodities, both foodstuffs and raw materials, and these have risen markedly over the last three years, enabling them to expand their imports very substantially. United Kingdom exports to the overseas sterling area last year, at £1,645 million, were £108 million above the rate in 1964, accounting for nearly a third of the total rise in United Kingdom exports. This completed four years of continuous expansion in our exports to this area, from a low point at the beginning of 1962, to give the strongest period of expansion in the post-Korean war period. The increase in 1965, of 7 per cent, compares with 5 per cent in 1964 and 8 per cent in 1963; the rate of increase over the past decade has averaged only 1 per cent per annum.

Almost all the sterling markets shown in table 4 took more United Kingdom exports in 1965 than in 1964. An important exception was India, where our exports dropped sharply in the second half of the year and for 1965 as a whole were 11 per cent lower than in 1964.

Exports to the four developed economies of South Africa, Australia, New Zealand and the Irish Republic, account for roughly one-half of United Kingdom exports to the overseas sterling area. Exports to South Africa increased more slowly in 1965 than a year earlier, but the trend continued upwards through the year, helped by exports of aircraft in the second half. In exports to the Irish Republic, up 6 per cent for the year as a whole, the level in the second half of 1965 had fallen back to a little below the first half. Exports both to Australia and New Zealand were rather higher in the second half than in the first half of last year, and showed significant increases for the year as a whole.

Among our less developed markets, exports to Ceylon and Burma were again lower in 1965. Exports to Cyprus showed a sharp recovery from the depressed level to which they fell during the political troubles of 1964. Much of the increase in exports to Ghana in 1965 arose from deliveries of aircraft (these accounted for £5 million of the total increase of £7 million). Shipments to Libya of equipment for an oil pipeline accounted for much of a sharp rise in exports to that country. Exports to Pakistan in the first half of 1965 were one-fifth up on a year earlier, but in the second half-year growth moderated sharply.

Western Europe

Exports to the *EEC market* last year increased by £6 million (less than 1 per cent) above the 1964 level compared with a growth of 3 per cent in 1964 and an average rate of some 9 per cent per annum over the past decade. Demand for our exports in 1965 varied widely between the different EEC countries.

The West German economy was showing substantial growth during the year and demand for imports expanded exceptionally fast. Our exports to Western Germany rose by £33 million (15 per cent) over the year as a whole; the pace of expansion moderated somewhat in the second half year. The increase was spread over a wide range of commodities. The main increases were in exports of live animals (over £9 million in 1965 compared with under £1 million in 1964), non-ferrous metals (up by nearly £8 million) and machinery and instruments (up by nearly £8 million, or 11 per cent, in spite of a fall of £3 million in tractor exports).

The last two years have been a period of marked restraint and readjustment in the Italian economy, during which import demand fell rapidly. Our exports to Italy in 1965 were £21 million, or 16 per cent, lower than in 1964, after a fall of 21 per cent compared with 1963. But the period of very fast decline ended late in 1964 and through most of 1965 exports to Italy were virtually stable with some suggestion of an up-turn late in the year. The main categories of goods accounting for the fall between the years 1964 and 1965 were machinery and instruments (down by nearly £10 million, 22 per cent) and iron and steel (down by £5 million to about half the 1964 rate). Transport equipment showed no further fall and the very rapid drop in car exports that occurred during 1964 gave way to a small recovery in the course of 1965.

Last year was one of slow growth in the French economy, with investment weak, and our exports to France were nearly £11 million, or 6 per cent, lower than in 1964. There was a fall of over £4 million in exports of machinery (accounted for by tractors) and one of £1½ million in transport equipment (mainly accounted for by cars); exports of live animals and of fuels were each over £1 million lower.

United Kingdom exports to the Netherlands fell by £3 million (2 per cent) in 1965 but this was nearly all accounted for by a fall in fuel exports; shipments of machinery and instruments were up by 5 per cent on 1964.

There was an increase in United Kingdom exports to Belgium of £9 million (6 per cent) in 1965. A considerable part of this arose from an increase in exports of tractor parts as a result of a switch from the United Kingdom to Belgium in the manufacture of tractors for the EEC market.

Exports to *EFTA countries* in 1965 were £44 million (7 per cent) higher than in 1964, compared with an average rate of some 6 per cent per annum over the past decade. But the increase was well below the increase of 12 per cent in 1964, and exports to most countries showed rather slower growth. Exports to Finland, Sweden, Portugal and Austria all showed rises, of 11-12 per cent, in 1965 over 1964; but those to Norway showed no change, with the erratic category of ships lower than in 1964. Exports to Denmark and to Switzerland increased relatively slowly in 1965, at 5 and 3 per cent respectively.

Machinery and instruments exports to EFTA as a whole were well up in 1965 and continued to increase throughout the year. Exports of metals were also considerably higher, most of the increase being in non-ferrous metals, but the peak rate was reached in the first half of 1965 and they eased back a little in the second half.

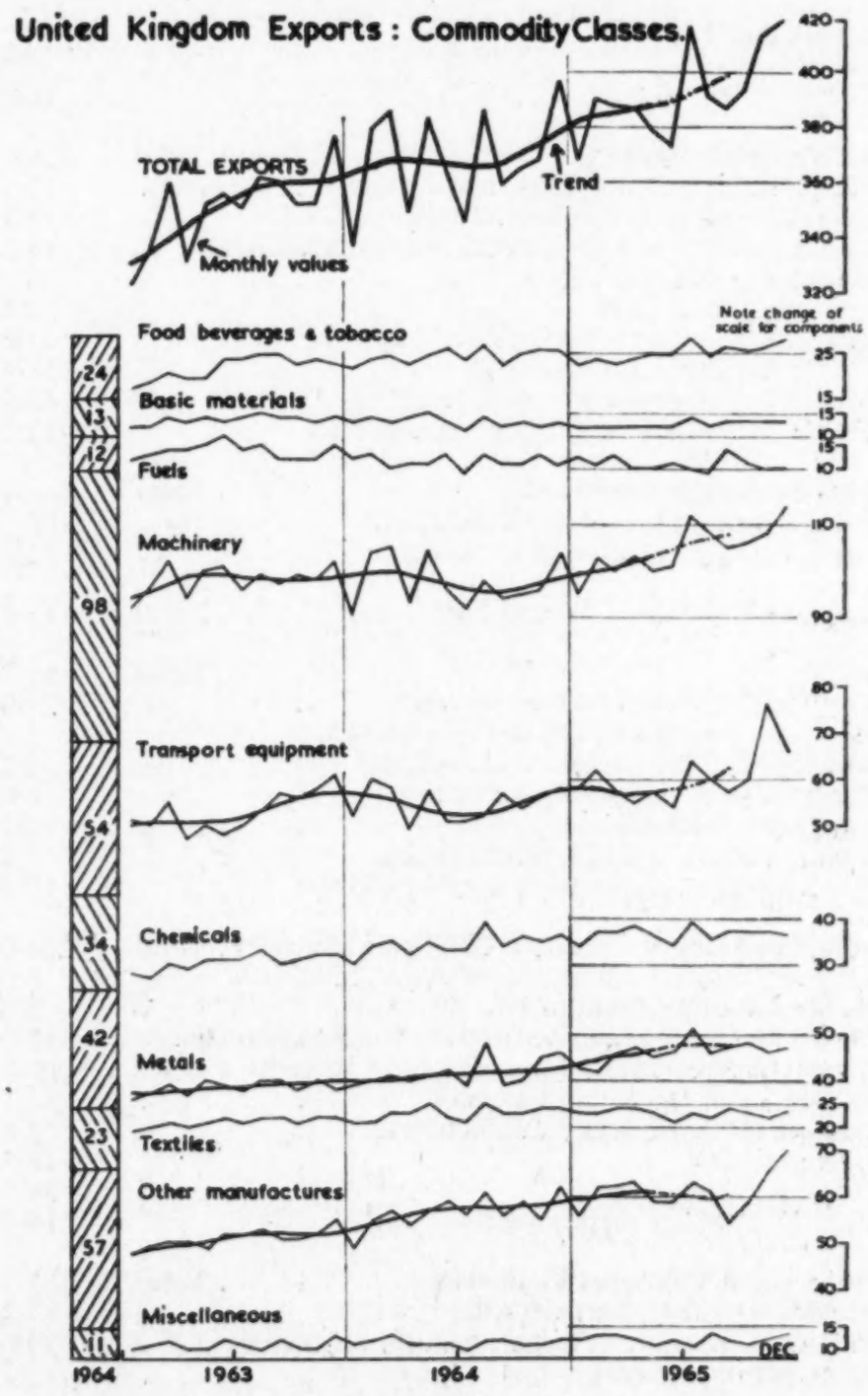


Table 7. Composition of United Kingdom exports

Per cent

	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965
Engineering products	39·3	40·0	43·0	43·1	43·3	44·3	44·1	44·7	43·5	44·2
Machinery	21·9	22·9	23·8	24·5	25·4	27·7	27·8	28·0	26·7	26·7
Road motor vehicles	8·8	9·6	10·9	11·9	12·2	10·2	11·6	11·8	14·8	12·0
Aircraft, aircraft engines	3·1	3·3	4·4	4·4	3·7	3·7	2·7	2·6	2·0	2·9
Ships and boats	2·9	2·4	2·0	1·4	1·4	2·3	0·9	1·0	0·7	0·7
Professional, scientific and controlling instruments	1·2	1·2	1·2	1·2	1·3	1·5	1·6	1·8	2·0	2·1
Metals	13·6	13·9	13·0	12·9	12·6	12·3	12·0	11·0	11·3	11·8
Textiles (inc. wool tops)	10·2	10·1	8·9	8·3	8·2	7·5	7·1	7·1	7·1	6·4
Chemicals	7·6	7·9	8·1	8·6	8·8	8·6	8·8	8·7	9·3	9·3
Other manufactures	12·2	11·6	11·7	12·2	12·1	12·6	12·5	12·6	13·4	13·5
Coal, coke	1·9	1·8	1·0	0·7	0·8	0·8	0·8	1·1	0·8	0·5
Petroleum products	3·1	2·7	3·0	2·8	2·9	2·5	2·9	2·8	2·3	2·3
Food, beverages and tobacco	5·6	6·1	6·0	5·7	5·5	5·6	5·6	6·1	6·4	6·3
Other	6·5	5·9	5·3	5·7	5·8	5·8	6·2	5·9	5·9	5·7

Exports to Spain rose by £17 million (25 per cent) and to the Canary Islands, by £3 million. Exports of machinery to Spain rose by £7 million (about one quarter) and metals by over £5 million (nearly one half). There were small increases in exports to Greece and Turkey in 1965, but those to Yugoslavia declined.

Other areas

In 1965 exports to Latin American countries (at £159 million) were £8 million, or 5 per cent, higher than in the previous year. This increase, following one of 6 per cent in 1964, represents a continued recovery from the low level to which exports had fallen in 1962.

Exports to the Soviet Union and Eastern Europe (at £112 million) were £12 million (12 per cent) higher than in 1964, a recovery after the drop of 20 per cent in 1964.

Exports to Japan (at £51 million) fell by £8 million or 14 per cent, compared with an average increase of 16 per cent per annum over the previous decade. Exports to Israel (at £53 million) showed no change.

The commodity pattern of exports

Machinery

At £931 million, exports of non-electrical machinery in 1965 were £69 million (8 per cent) higher than in the previous year. This was a return to about the average growth rate for this sector after little change in the previous year. Exports of aircraft engines, which had been particularly depressed in 1964, showed a recovery towards previous levels. Exports of tractors, a sector usually showing good growth rates, fell in 1965 for the second year running; part of the fall is attributable to new manufacturing facilities brought into operation in the EEC and new assembly arrangements in the United States and the fall in exports of tractors to these areas has been to a large extent offset by a rise in exports of tractor parts. By the end of 1965 exports of tractors had resumed an upward trend.

At £331 million, exports of electrical machinery in 1965 were £16 million (5 per cent) higher than in 1964, a return towards an average growth rate after little change in the previous year. 1965 was a year of good growth in exports of electrical power machinery and switchgear with South Africa accounting for a large part of the increase. Telecommunications equipment showed little change on 1964, after falling sharply in the two preceding years. Exports of television and radios and of domestic electric equipment declined further.

Transport equipment

Car and chassis exports in 1965, at £251 million, were a little lower than in 1964. Exports of cars to EEC countries, reflecting conditions in the Italian market, showed a small recovery in 1965 after the sharp drop in the previous year. Exports of these vehicles to EFTA countries rose by nearly 6 million (14 per cent) with exports to Sweden accounting for much of the increase. Exports of cars to sterling area countries were down by some £7 million (7 per cent) from the 1964 level, with most main markets lower; but the sharp falls in shipments of cars to Australia and South Africa were to some extent offset by increased exports of car parts. Exports of cars to both the United States and Canada were lower than a year earlier. Commercial vehicles and chassis exports continued to increase moderately in 1965.

Exports of aircraft and parts, at £81 million, were £37 million (or 86 per cent) up on a year earlier. The biggest part of the increase was accounted for by the United States market, but exports to South Africa and Ghana also contributed to the rise.

Exports of ships showed some increase in 1965.

Other finished manufactured goods

In 1965, exports of scientific instruments increased by 14 per cent. The rest of the goods in this group are mainly consumer goods of one type or another and strong expansion in exports was general in 1965. There was a particularly big increase in clothing exports, books and works of art.

Chemicals

Exports of chemicals in 1965, at £439 million, were rather under 7 per cent more than in 1964, following the rapid expansion in that year. Pharmaceutical preparations increased by 13 per cent, but the rise of 8 per cent in exports of plastics materials was well below their average growth rate. After running at comparatively low levels for some years, exports of fertilizers grew rapidly in both 1964 and 1965.

Table 8. Machinery and Transport equipment

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Machinery other than electric	859·5 (+ 7)	861·8 (+ 0)	930·6 (+ 8)
Aircraft engines	62·7 (— 5)	44·0 (—30)	55·1 (+25)
Internal combustion engines, other than aircraft	80·3 (+ 8)	87·3 (+ 9)	106·0 (+21)
Other power generating equipment	29·5 (—21)	34·5 (+17)	29·1 (—16)
Tractors	114·9 (+12)	105·5 (— 8)	100·9 (— 4)
Other agricultural machinery	25·0 (+21)	29·2 (+17)	28·9 (— 1)
Office machines	39·6 (+19)	40·1 (+ 1)	44·5 (+11)
Metal working machinery	60·0 (..)	64·6 (+ 8)	63·2 (— 2)
Textile leather machinery	81·1 (..)	82·1 (+ 1)	86·8 (+ 6)
Machines for special industries	119·3 (..)	116·1 (— 3)	124·6 (+ 7)
Heating and cooling equipment	33·3 (..)	31·4 (— 6)	34·6 (+10)
Pumps, centrifuges, etc.	41·1 (..)	45·0 (+ 9)	50·1 (+11)
Mechanical handling equipment	34·9 (..)	38·0 (+ 9)	42·0 (+11)
Other machinery	137·8 (..)	144·0 (+ 4)	164·8 (+14)
Electrical machinery	318·1 (+11)	314·6 (— 1)	330·9 (+ 5)
Electric power machinery	46·3 (+ 6)	42·4 (— 8)	49·6 (+17)
Switchgear	31·1 (..)	31·4 (+ 0)	37·1 (+18)
Electric distribution equipment	35·2 (..)	35·3 (+ 0)	33·9 (— 4)
Television, radios	10·0 } (+7)	8·0 (—20)	7·7 (— 4)
Other telecommunications equipment	68·3 }	72·4 (+ 6)	71·9 (— 1)
Domestic electric equipment	35·6 (+12)	34·8 (— 2)	32·1 (— 8)
Other electrical machinery	91·4 (..)	90·3 (— 1)	98·6 (+ 9)
Transport equipment	630·1 (+10)	653·3 (+ 4)	724·1 (+11)
Road motor vehicles	496·8 (+10)	538·5 (+ 8)	566·1 (+ 5)
Cars and chassis	237·5 (+10)	256·8 (+ 8)	250·9 (— 2)
Commercial vehicles and chassis	120·4 (+ 8)	124·3 (+ 3)	131·5 (+ 6)
Aircraft and parts	46·3 (+13)	43·5 (— 6)	80·9 (+86)
Ships and boats	42·4 (+16)	30·0 (—29)	34·1 (+14)
Machinery and transport equipment	1,807·7 (+ 9)	1,829·7 (+ 1)	1,985·6 (+ 9)

.. not available, 1962 figures not fully comparable.

Other semi-manufactured goods

The increase of £17 million (8 per cent) in exports of iron and steel was accounted for by the North American market; exports to EEC countries were lower than a year earlier.

Higher prices accounted for a large part of the increase of £33 million (25 per cent) in exports of non-ferrous metals. Copper was responsible for about half the rise, and the silver and platinum group of metals for over a quarter. Miscellaneous manufactures of metals were £12 million (8 per cent) higher.

In the textiles sector, exports of cotton goods fell back again in 1965, while exports of man-made fibres failed to maintain their previous fast growth.

Exports of precious stones in 1965 rose by only 5 per cent after having risen by 22 per cent in 1964. The quarterly pattern of sales was very irregular last year, with a sharp fall in the third quarter being offset by a particularly high fourth quarter.

Other exports

Exports of food and live animals (at £155 million) were lower by £4 million or 3 per cent in 1965. This was wholly attributable to a fall of £20 million (nearly one-half) on exports of sugar and sugar preparations, with the world price of sugar considerably below the peak reached at the end of 1963. Exports of live animals remained very high for the second year in succession. Exports of whisky (at £108 million) were £15 million, or 17 per cent, higher than in 1964.

Among crude materials, the value of exports of wool tops was one quarter lower than in 1964, reflecting the fall in wool prices. Exports of other textile fibres (among which man-made fibres are

important) dropped by 6 per cent in value after having shown strong growth for some years previously.

Exports of coal, coke etc. fell sharply in 1965. Western Europe takes virtually all United Kingdom exports of coal.

Commodity pattern of imports

The changing pattern

The pattern of imports has been changing gradually but significantly over the years. Imports of food, beverages and tobacco has been the main category of goods that has declined. From 36 per cent of total imports in 1956 it has fallen to about 30 per cent in 1965. Fluctuating prices and changing crop yields are factors in the varying proportions reached in individual years, with the low world prices of sugar contributing to the fall last year.

Imports of industrial materials as a whole have probably not been changing significantly as a proportion of total imports. Figures for individual years vary considerably with variations in the rate of growth of the economy, in the rate of stockbuilding, and in commodity prices. Last year industrial materials accounted for 43 per cent of total imports, much the same as in 1964. Within the total, however, there has been a steady switch from basic materials to semi-manufactures and in 1962, for the first time, the proportion accounted for by semi-manufactures exceeded that of basic materials. In 1965, 24 per cent of imports were semi-manufactures and only 19 per cent basic materials. This long established trend is partly associated with the economies in the transport of less bulky and higher valued semi-manufactures such as metals, instead of lower valued raw material cargoes such as metal ores, but it is also due in part to the international specialization in production. It is a process which will tend to continue.

The most rapid change in recent years has been the rise in the proportion of imports of finished manufactures. Strong growth in these imports is a common feature in the trade of industrial countries. In the United Kingdom they have increased from under 6 per cent of total imports in 1956 to over 15 per cent in 1965. It seems that the import charge has had some effect in keeping the proportion almost stable in the past year. Imports of consumer goods fell back and imports of capital goods rose at about only two fifths of the rate reached in 1964.

Imports of mineral fuels accounted for nearly 11 per cent of total imports in 1965 and about 10½ per cent in 1956. Between these years the annual percentages have fluctuated between 10 and 11 per cent. There has been a considerable and rapid increase in the volume of fuels over the years, but with falling prices and a switch from refined products to a growing proportion of crude petroleum, the values have not increased to the same extent.

Food, beverages and tobacco

Imports of food, beverages and tobacco decreased by £60 million (3½ per cent) after their sharp rise in each of 1963 and 1964. Food imports, particularly, tend to fluctuate and during last year this tendency was increased as the effects of the United States dock strikes were felt, with some arrivals being delayed from the first to the second quarter. The reduction in food imports in fact was wholly in the first half of 1965, with the level recovering in the second half-year to about the 1964 average. Of the fall between 1964 and 1965 of £49 million (3 per cent), £38 million was accounted for by lower values of imported sugar. The fall in the value of sugar imports reflected partly a decrease of about 5 per cent in quantity, partly a sharp fall in world prices, which affected

Table 9. Other manufactures

£ million f.o.b.

(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Chemicals	368·0 (+ 7)	412·2 (+12)	439·1 (+ 7)
Chemical elements and compounds	92·9 (+12)	103·6 (+12)	106·7 (+ 3)
Dyeing, tanning and colouring materials	47·8 (+ 4)	54·2 (+13)	54·5 (+ 1)
Medicinal and pharmaceutical products	53·9 (— 4)	59·2 (+10)	66·9 (+13)
Essential oils, toilet, polishing and cleansing preparations	33·8 (+ 3)	36·6 (+ 8)	37·5 (+ 2)
Fertilizers	4·9 (+ 3)	5·9 (+20)	8·2 (+39)
Plastic materials	64·1 (+19)	74·7 (+16)	81·0 (+ 8)
Manufactured goods classified chiefly by material	1,042·8 (+ 3)	1,137·1 (+ 9)	1,210·8 (+ 6)
Leather, leather manufactures, etc.	28·0 (+17)	29·5 (+ 5)	30·4 (+ 3)
Rubber manufactures	49·3 (+ 4)	48·5 (— 2)	46·9 (— 3)
Wood and cork manufactures, etc.	5·2 (+17)	5·7 (+10)	5·8 (+ 2)
Paper	46·9 (+10)	48·2 (+ 3)	50·5 (+ 5)
Textile manufactures	254·1 (+ 4)	275·3 (+ 8)	274·4 (— 0)
Wool yarns and woven fabrics	85·2 (+ 6)	89·4 (+ 5)	88·6 (— 1)
Cotton yarns and woven fabrics	43·8 (— 6)	44·1 (+ 1)	41·4 (— 6)
Man-made fibre yarns and woven fabrics	47·9 (+23)	58·5 (+22)	57·8 (— 1)
Miscellaneous textile manufactures	77·1 (— 2)	83·4 (+ 8)	86·6 (+ 4)
Non-metallic mineral manufactures, n.e.s.	197·8 (+10)	233·7 (+18)	244·8 (+ 5)
Pottery and glass	36·0 (+ 3)	41·3 (+15)	42·5 (+ 3)
Precious stones	130·1 (+15)	158·2 (+22)	166·2 (+ 5)
Iron and steel	204·5 (+ 2)	217·4 (+ 6)	234·1 (+ 8)
Non-ferrous metals	124·3 (— 6)	134·6 (+ 8)	168·0 (+25)
Miscellaneous metal manufactures	132·8 (— 4)	144·0 (+ 8)	155·8 (+ 8)
Miscellaneous manufactured articles	280·4 (+11)	315·8 (+13)	357·8 (+13)
Clothing and footwear	52·4 (+11)	58·0 (+11)	64·8 (+12)
Scientific instruments	75·3 (+20)	88·8 (+18)	100·4 (+13)
Printed matter	42·6 (+15)	46·6 (+ 9)	50·7 (+ 9)

Table 10. Other exports

£ million f.o.b.

(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Food and live animals	140·8 (+27)	159·2 (+13)	154·8 (— 3)
Live animals	21·0 (+24)	32·4 (+54)	36·9 (+14)
Cereals and cereal preparations	22·8 (— 0)	19·0 (—17)	21·9 (+16)
Sugar and sugar preparations	38·7 (+93)	43·5 (+12)	23·8 (—45)
Beverages and tobacco	115·0 (+ 6)	123·8 (+ 8)	143·2 (+16)
Whisky	84·8 (+ 5)	92·3 (+ 9)	107·6 (+17)
Tobacco and tobacco manufactures	17·9 (+ 6)	16·9 (— 6)	20·0 (+18)
Crude materials and animal and vegetable oils and fats	160·9 (+10)	158·2 (— 2)	151·0 (— 5)
Wool tops	42·8 (+27)	38·3 (—10)	29·0 (—24)
Other textile fibres	57·0 (+11)	59·6 (+ 5)	56·8 (— 5)
Mineral fuels, lubricants and related materials	164·7 (+13)	138·6 (—16)	133·4 (— 4)
Coal, coke and briquettes	47·8 (+53)	36·9 (—23)	25·4 (—31)
Petroleum products	97·7 (— 2)	89·9 (— 8)	97·8 (+ 9)

Table 11. Selected re-exports

£ million f.o.b.

(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Tea	9·6 (— 3)	10·5 (+ 9)	11·2 (+ 6)
Beverages	6·1 (—16)	6·5 (+ 8)	6·3 (— 3)
Fur skins, undressed	31·2 (+15)	25·8 (—17)	29·4 (+14)
Rubber	9·9 (—46)	3·2 (—68)	1·9 (—40)
Sheep's and lambs' wool, raw	6·5 (—16)	5·1 (—21)	4·6 (—11)
Petroleum and petroleum products	2·0 (+26)	1·3 (—35)	0·3 (—78)
Chemicals	4·1 (— 4)	5·9 (+44)	9·4 (+60)
Leather, leather manufactures and dressed furs	3·5 (+23)	2·8 (—20)	3·2 (+15)
Non-ferrous metals	12·0 (—22)	12·3 (+ 2)	19·1 (+55)
Aircraft engines	10·9 (+ 4)	12·5 (+15)	12·4 (— 0)
Electric machinery, apparatus, etc.	8·1 (+26)	8·4 (+ 3)	9·4 (+12)
Works of art	4·4 (+67)	4·9 (+13)	4·6 (— 7)

Table 12. Volume of United Kingdom exports

(1961 = 100)

	1958	1959	1960	1962	1963	1964	Jan.-Nov. 1965
Total	89	93	97	102	108	112	116
Non-manufactures	88	90	92	110	120	115	120
Manufactured goods	89	92	97	101	106	111	116
Chemicals	71	81	93	107	113	126	131
Textiles	109	109	109	99	101	105	104
Metals	93	99	98	100	100	103	109
Machinery and transport equipment	90	92	97	100	107	107	113
Other	84	89	93	102	110	123	127

Table 13. Volume of imports

(1961 = 100)

	1958	1959	1960	1962	1963	1964	Jan.-Nov. 1965
Total	84	90	101	103	107	119	120
Food beverages and tobacco	98	98	100	104	102	104	102
Basic materials	92	98	107	96	101	108	108
Mineral fuels, lubricants, etc.	76	88	96	112	120	128	140
Manufactured goods	67	76	100	103	112	137	137

Table 14. Composition of imports

Per cent

	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965
Food, beverages and tobacco	36·4	35·7	38·9	37·2	33·1	32·7	33·9	33·6	31·1	29·7
Industrial materials	46·9	46·1	41·2	41·5	44·8	43·6	40·6	41·0	42·9	43·1
Basic materials	27·9	28·1	23·6	23·1	23·2	22·2	20·0	19·9	19·6	19·3
Manufactures chiefly for further processing	19·0	18·0	17·6	18·4	21·6	21·4	20·6	21·1	23·3	23·8
Minerals, fuels and lubricants	10·5	11·3	11·4	11·4	10·3	10·6	11·5	11·1	10·2	10·7
Finished manufactures	5·9	6·5	7·9	9·2	11·1	12·2	13·0	13·1	14·7	15·3
Miscellaneous	0·3	0·4	0·6	0·7	0·7	0·9	1·0	1·2	1·1	1·2

Table 15. Imports: commodity classes
Seasonally adjusted £ million c.i.f. monthly averages

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
Average annual rate of growth 1954-64 per cent (a)	+3	+6	+4	+1	+9	+9	+18	+8	+5
Year 1965	143	51	207	93	24	91	74	6	480
1964 1st quarter	150	47	197	93	20	84	68	4	469
2nd quarter	146	50	205	94	21	90	71	4	477
3rd quarter	151	47	204	91	22	91	70	5	475
4th quarter	143	50	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	209	91	24	94	78	6	490

(a) Annual percentage compound rate of growth measured between the values of imports 1954 – 1964.

those supplies bought in the world market, and partly a change in the basis of valuation in respect of those imports bought under the Commonwealth Sugar Agreement (a high proportion of the total sugar imported). In 1964, imports under the Commonwealth Agreement were valued in the Trade Accounts at the world price but from the beginning of 1965 at the Commonwealth Agreement price (which is the relevant price from the viewpoint of the balance of payments). The latter was significantly less than the high figure which open market prices averaged during 1964. The rest of the fall in the food section was in imports of live animals for food, which were lower by £11 million (19 per cent), in imports of dairy produce (mostly butter from New Zealand) and in imports of coffee and cocoa. Most other categories of food rose to some extent or showed little overall change. After falling in 1964 from the high levels reached late in 1963, imports of cereals and feeding stuffs increased again in 1965, and were £21 million (7 per cent) more than in 1964. Imports of fruit and vegetables were 2 per cent higher, with most of the rise taking place in the second half of the year. The value of meat imports, which had risen sharply mainly owing to higher prices in 1964, were little changed in 1965. Meat prices continued to rise last year but there were reduced imports by quantity of beef and a slower growth in imports of mutton and lamb. The import surcharge had some effect on the import of beverages in 1965. There was a reduction of over a quarter in these imports in the early part of the year, but after the rate of change was reduced imports rose again, although with some signs of falling in the last month or two. In the year as a whole they were 9 per cent (£5 million) lower than in 1964. Imports of tobacco were erratic last year, with falls at the beginning and end, and a peak in the middle months of the year. Imports of tobacco from the United States were much reduced in the year as a whole and the total from all sources was lower by £7 million (7 per cent).

Industrial materials

The exceptional growth in imports of industrial materials (i.e. basic materials plus semi-manufactures) in 1963 and 1964 slowed down to very little further increase last year. The growth in 1963 was 9 per cent, rising to 20 per cent in 1964 but falling to only 1½ per cent (£40 million) in 1965. Imports of basic materials in fact fell by 1 per cent (£8 million) but semi-manufactures rose by 4 per cent.

The trend in imports of basic materials in the course of 1965 remained fairly level in the first three quarters but fell back towards the end of the year. Most main categories showed declines or much slower growth, in 1965 compared with the generally strong increases in the previous year. Three big categories of basic materials imports to level out last year, after large increases in 1964, were timber, woodpulp and iron ore. Other types of metalliferous ores and scrap, however, partly reflecting higher prices for non-ferrous metals, showed a further substantial rise last year. Imports of animal and vegetable oils and fats also increased, by a further 20 per cent (£11 million), after a 22 per cent rise in 1964. The main fall was in imports of raw wool, which were 21 per cent (£30 million) lower, reflecting a marked fall in prices, but also a small fall in quantity. There was also a substantial fall in raw cotton, down by 16 per cent (£9 million), with lower quantities imported at slightly lower prices. Imports of hides and skins, after the sharp rise in 1963, had fallen a little in 1964 and were slightly down last

year (by 3 per cent, not quite £2 million). The fall in imports of crude rubber continued last year with a decrease of 6 per cent (£3 million).

Within semi-manufactures, imports of non-ferrous metals, which are generally not subject to the temporary import charge, rose substantially, by £40 million (12 per cent). Increased imports of copper at higher prices led to the value of these imports being £44 million (33 per cent) higher than in 1964, but against this, imports of aluminium and silver fell. Most other categories of semi-manufactures are subject to the charge and most of them showed substantial reductions. The main exception was the chemicals group, imports of which increased by £31 million (12 per cent). There was a large rise (£20 million) in imports of chemical elements but medicinal and pharmaceutical products also increased (by £4 million, well over 50 per cent) and there were some minor increases in other types of chemicals. Imports of wood manufactures also increased, by £4 million (6 per cent). Among the categories to show marked reductions were imports of iron and steel, which fell by over a quarter (£28 million). The fall was largely in plates and sheets and in ingots. Though part of the reduction was no doubt attributable to the import charge, some fall was to be expected from the exceptional levels of 1964 when supplies had been imported to offset the effects of strikes. Imports of paper and board fell by £9 million (7 per cent), imports of cotton yarns and fabrics by £16 million (nearly a quarter) and imports of other textile manufactures were also lower, by £9 million (9 per cent).

Fuels

Imports of fuels again increased last year. There was a rise of 6 per cent (£33 million), after rises of about 5 per cent in each of the two previous years. The rise in volume terms last year was somewhat greater, but prices were on average lower than in 1964. The trend in the value of imports changed within the year, with a sharp drop in the middle months (largely reflecting lower unit prices) after a moderate rise in the first quarter, and a recovery in the last quarter to an average rate a little below the peak at the beginning of the year. For the year as a whole, the rise in value was almost entirely in imports of crude petroleum; the value of imported petroleum products rose a little and they were somewhat higher in quantity. Part at least of the decline in average prices reflected lower posted prices used in the valuation of some oil imports.

Finished manufactures

Imports of finished manufactures, which are mainly subject to

Table 16. Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Food and live animals	1,525·1 (+ 6)	1,622·3 (+ 6)	1,573·4 (— 3)
Live animals	50·5 (+ 9)	58·6 (+16)	47·7 (—19)
Meat and meat preparations	312·9 (+ 0)	368·4 (+18)	367·8 (— 0)
Beef and veal	64·8 (+ 3)	85·5 (+32)	79·8 (— 7)
Th. tons	358 (+ 9)	345 (— 4)	289 (—16)
Mutton and lamb	62·3 (+ 2)	70·5 (+13)	75·6 (+ 7)
Th. tons	342 (— 3)	339 (— 1)	345 (+ 2)
Bacon	100·2 (+ 6)	112·0 (+12)	108·7 (— 3)
Th. tons	385 (— 3)	391 (+ 2)	399 (+ 2)
Dairy products and eggs	186·3 (+12)	214·6 (+15)	208·3 (— 3)
Butter	135·6 (+15)	157·5 (+16)	147·0 (— 7)
Th. tons	414 (+ 2)	464 (+12)	439 (— 5)
Fish and fish preparations	50·1 (—17)	67·0 (+34)	67·6 (+ 1)
Raw sugar	155·0 (+187)	131·1 (—15)	93·4 (—29)
Th. tons	2,364 (+16)	2,209 (— 7)	2,093 (— 5)
Cocoa beans	20·1 (+ 4)	14·8 (—26)	12·3 (—17)
Th. tons	114 (+ 1)	77 (—32)	81 (+ 5)
Tea and mate	114·2 (— 1)	109·0 (— 5)	107·7 (— 1)
Th. tons	251 (+ 1)	239 (— 5)	250 (+ 4)
Cereals and feeding stuff for animals	278·4 (—11)	286·5 (+ 3)	307·7 (+ 7)
Fruit and vegetables	282·2 (— 4)	282·6 (+ 0)	289·2 (+ 2)
Beverages and tobacco	150·8 (+20)	148·8 (— 1)	137·2 (— 8)
Beverages	51·2 (+13)	57·7 (+13)	52·7 (— 9)
Tobacco and tobacco manufactures	99·5 (+23)	91·1 (— 8)	84·6 (— 7)

Table 17. Materials and fuels

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Crude materials	946·5 (+ 7)	1,064·9 (+13)	1,046·3 (— 2)
Oil seeds, soil nuts and oil kernels	52·3 (— 2)	47·7 (— 9)	49·2 (+ 3)
Wood, lumber and cork	170·4 (+ 9)	218·0 (+28)	220·3 (+ 1)
Sawn softwood	127·9 (+11)	166·6 (+30)	168·4 (+ 1)
Th. standards	1,671 (+ 9)	2,002 (+20)	1,898 (— 5)
Woodpulp	115·1 (+10)	137·1 (+19)	139·6 (+ 2)
Th. tons	2,656 (+ 9)	2,983 (+12)	2,971 (— 0)
Wool and other animal hair and tops	159·7 (+17)	160·7 (+ 1)	131·5 (—18)
Raw wool	140·0 (+13)	145·6 (+ 4)	115·4 (—21)
Th. tons	281 (+ 1)	255 (— 9)	249 (— 2)
Raw cotton	52·5 (+ 1)	57·3 (+ 9)	48·0 (—16)
Th. tons	225 (+ 3)	239 (+ 6)	205 (—14)
Metalliferous ores and scrap	143·9 (+ 4)	185·3 (+29)	202·0 (+ 9)
Iron ore	65·3 (+ 5)	83·2 (+28)	84·5 (+ 1)
Th. tons	14,324 (+11)	18,598 (+30)	18,872 (+ 1)
Hides and skins	58·8 (+27)	57·2 (— 3)	55·8 (— 2)
Crude rubber	52·7 (—14)	50·5 (— 4)	47·3 (— 6)
Animal and vegetable oils and fats	43·9 (+ 6)	53·6 (+22)	64·5 (+20)
Chemicals	205·8 (+19)	252·2 (+23)	283·0 (+12)
Manufactured goods classified chiefly by material	844·6 (+ 8)	1,072·0 (+27)	1,088·2 (+ 2)
Wood manufactures	52·8 (+ 4)	65·7 (+24)	69·5 (+ 6)
Newsprint paper and board	113·9 (+ 8)	132·5 (+16)	123·0 (— 7)
Cotton yarns and fabrics	61·0 (+ 7)	72·5 (+19)	56·2 (—22)
Other textile manufactures	83·7 (+ 8)	104·4 (+25)	95·4 (— 9)
Iron and steel	75·0 (+40)	105·9 (+41)	77·9 (—26)
Th. tons	1,603 (+48)	2,162 (+35)	1,199 (—45)
Non-ferrous metals	234·4 (— 3)	328·0 (+40)	367·6 (+12)
Copper	116·8 (— 6)	134·2 (+15)	177·9 (+33)
Th. tons	498 (— 6)	529 (+ 6)	585 (+11)
Aluminium	56·0 (+ 7)	71·0 (+27)	70·4 (— 1)
Total industrial materials (1)	2,040·8 (+ 9)	2,442·7 (+20)	2,482·1 (+ 2)
Mineral fuels, lubricants and related materials	557·8 (+ 5)	583·6 (+ 5)	616·8 (+ 6)
Crude petroleum	378·1 (+ 2)	409·4 (+ 8)	431·5 (+ 5)
Th. tons	53,553 (+ 3)	59,396 (+11)	66,104 (+11)
Petroleum products	167·3 (+15)	166·4 (— 1)	167·4 (+ 1)
Th. tons	17,252 (+19)	18,269 (+ 6)	19,799 (+ 8)

(1) Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

Table 18. Finished manufactures

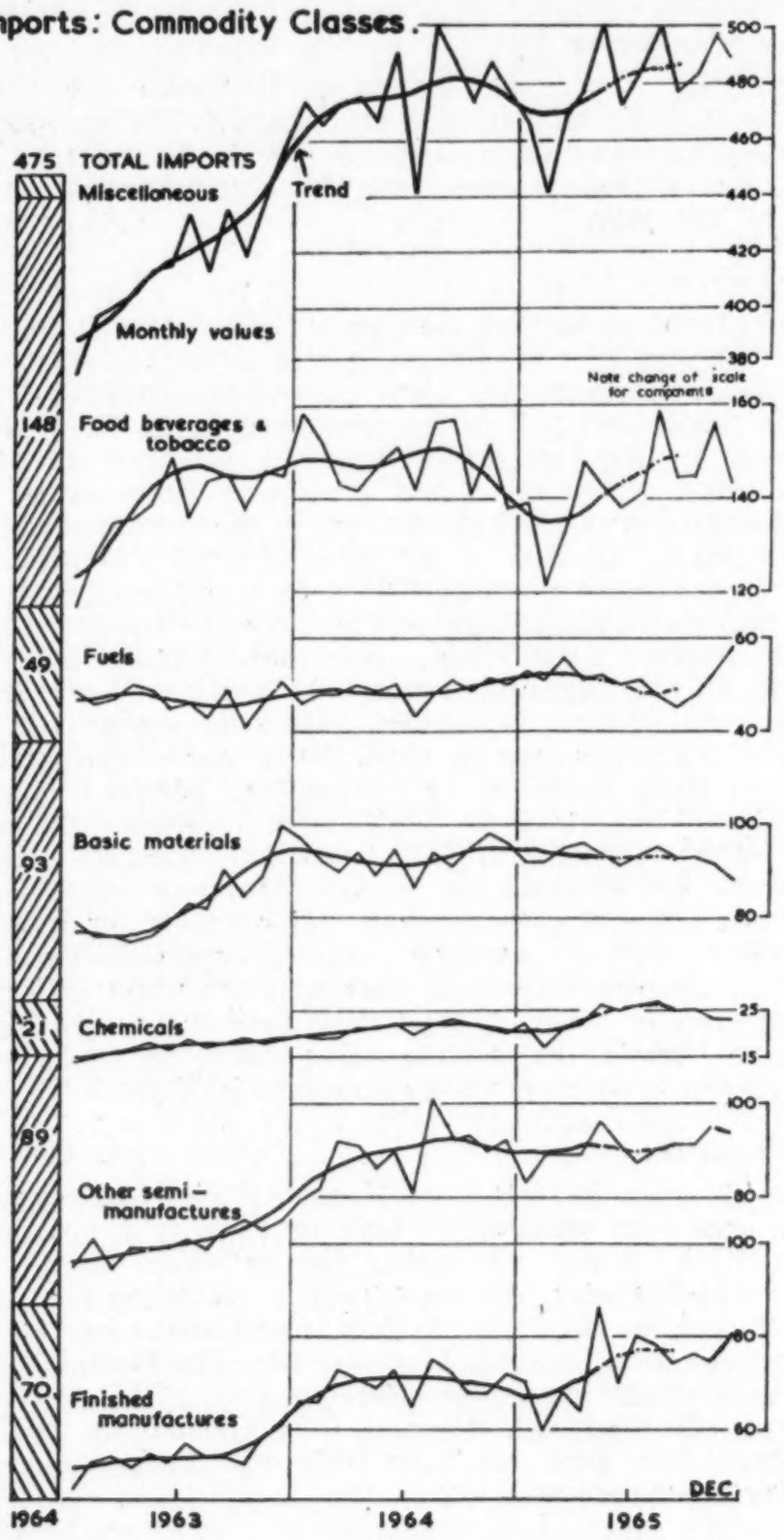
£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Consumer goods (1)	223·1 (+23)	274·3 (+23)	243·2 (—11)
Cars and motor cycles	25·3 (+73)	36·6 (+45)	28·2 (—23)
Other durable goods	56·4 (+20)	70·9 (+26)	66·9 (— 6)
Works of art	18·5 (+26)	22·5 (+21)	23·3 (+ 4)
Clothing and footwear	84·3 (+18)	96·9 (+15)	75·3 (—22)
Other consumer goods	38·6 (+16)	47·4 (+23)	49·4 (+ 4)
Other mainly capital goods	428·1 (+ 2)	562·4 (+31)	639·0 (+14)
Machinery	307·1 (+ 8)	407·5 (+33)	455·1 (+12)
Aircraft, aircraft engines	41·8 (—11)	43·4 (+ 4)	47·4 (+ 9)
Ships and boats	6·3 (—77)	18·8 (+200)	26·4 (+40)
Instruments	34·1 (+22)	42·7 (+25)	46·3 (+ 8)
Other	39·0 (+16)	49·9 (+28)	63·9 (+28)
Total finished manufactures (2)	651·3 (+ 8)	836·6 (+28)	882·1 (+ 5)

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) SITC Revised Sections 7 and 8.

the import charge, grew more slowly last year after the exceptionally fast rates of 1964, when imports of both consumer and capital goods were rising rapidly. The increase totalled £45 million (5 per cent) in 1965, following a rise of £185 million (28 per cent) between 1963 and 1964. Imports of capital goods rose last year by £77 million (14 per cent), but imports of consumer goods fell by £31 million (11 per cent), indicating that the import charge had a more marked impact upon the latter category. Imports of finished manufactures were erratic during last year – very low at the beginning of the year, partly because of the United States dock strikes and partly reflecting the first effects of the import charge (then at the initial rate of 15 per cent), but higher in the middle months, reflecting partly the recovery in arrivals from North America, but mainly the reduction of the import charge in April to 10 per cent. There was no further change in the last quarter. Much of the reduction in consumer goods last year was in imports of clothing and footwear, which were nearly a quarter less than in 1964 (£22 million). Imports of cars and motor cycles, though not very large in comparison with other imports, were reduced by over 23 per cent to £28 million, but they were higher again in the fourth quarter. There were also reductions in radios, sound reproducing equipment and a number of other consumer durables.

Within the group of mainly capital goods, imports of machinery (Divisions 71 and 72 of the Overseas Trade Accounts) were £43



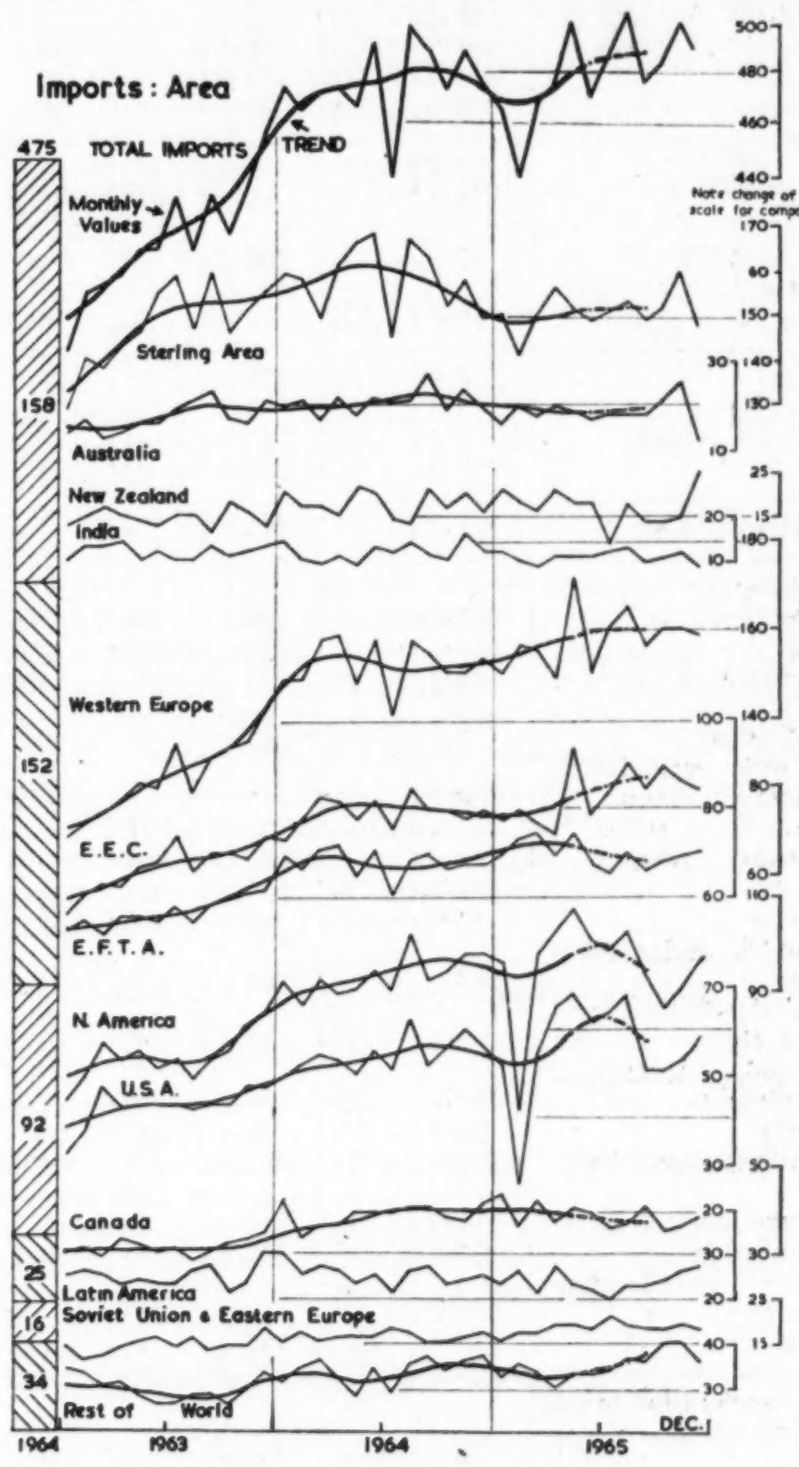


Table 19. Imports: areas
Seasonally adjusted £ million c.i.f. monthly averages

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
Average annual rate of growth 1954-64 per cent (a)	+2	+1	+2	—1	+8	+9	+7	+7	+9	+5	+3	+10	+5	+5
Year 1965 . .	151	18	17	11	158	83	65	94	56	38	24	18	35	480
1964 1st quarter .	155	19	18	11	151	77	63	89	52	37	27	16	34	469
2nd quarter .	164	21	18	11	153	79	63	90	53	38	24	16	31	477
3rd quarter .	157	23	16	13	150	79	61	94	55	40	24	17	33	475
4th quarter .	152	21	17	12	151	78	62	96	58	39	24	16	35	478
1965 1st quarter .	147	18	18	11	154	78	67	85	45	40	24	16	33	458
2nd quarter .	153	19	19	10	157	82	66	103	65	39	24	19	32	485
3rd quarter .	152	18	14	12	160	86	64	97	61	37	22	19	36	489
4th quarter .	152	19	18	11	160	87	64	91	54	37	26	18	39	490

(a) Annual percentage compound rate of growth measured between the values of imports 1954-1964.

Table 20. Imports by areas and countries

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1963	Year 1964	Year 1965
Sterling Area:			
Jamaica	31·4 (+*71*)	30·3 (— *4*)	28·1 (— *7*)
Trinidad and Tobago	38·5 (+*25*)	36·2 (— *6*)	24·4 (—*33*)
Australia	207·1 (+*11*)	251·2 (+*21*)	219·9 (—*12*)
New Zealand	173·6 (+ *2*)	208·3 (+*20*)	208·3 (+ *0*)
India	141·5 (+ *4*)	141·3 (— *0*)	128·4 (— *9*)
Pakistan	28·2 (— *4*)	27·0 (— *4*)	27·4 (+ *1*)
Ceylon	41·5 (— *1*)	41·6 (— *0*)	42·4 (+ *2*)
Malaysia	49·4 (— *8*)	52·5 (+ *6*)	49·3 (— *6*)
Hong Kong	70·0 (+*25*)	80·7 (+*15*)	70·2 (—*13*)
Ghana	23·4 (—*11*)	19·5 (—*17*)	17·3 (—*11*)
Nigeria	78·1 (+ *7*)	88·5 (+*13*)	112·9 (+*28*)
Zambia	(1)		76·2
Malawi	(1)		6·8
S. Rhodesia	(1)		29·9
Zambia, Malawi, S. Rhodesia	97·8 (— *9*)	100·2 (+ *2*)	(+*13*)
Kenya	19·0 (+*23*)	19·4 (+ *2*)	16·2 (—*17*)
Middle East	233·9 (+ *8*)	238·6 (+ *2*)	209·9 (—*12*)
Irish Republic	159·3 (+*10*)	179·0 (+*12*)	170·3 (— *5*)
Republic of S. Africa	166·4 (+*11*)	182·5 (+*10*)	180·7 (— *1*)
Other	202·3 (+*50*)	186·4 (— *8*)	193·7 (+ *4*)
Total Sterling Area	1,761·4 (+*11*)	1,883·2 (+ *7*)	1,812·3 (— *4*)
Non-Sterling Area:			
North America	883·1 (+ *5*)	1,109·1 (+*26*)	1,132·5 (+ *2*)
Canada	374·4 (+ *6*)	458·3 (+*22*)	458·0 (+ *0*)
United States & Deps.	508·7 (+ *5*)	650·7 (+*28*)	673·6 (+ *4*)
Western Europe	1,512·1 (+ *8*)	1,812·9 (+*20*)	1,896·8 (+ *5*)
Free Trade Association including Finland	608·2 (+*10*)	747·0 (+*23*)	782·7 (+ *5*)
Finland	98·7 (+*11*)	116·0 (+*18*)	116·3 (+ *0*)
Sweden	163·6 (+ *4*)	209·4 (+*28*)	214·7 (+ *3*)
Norway	73·5 (+*10*)	99·8 (+*36*)	105·7 (+ *6*)
Denmark and Greenland	165·2 (+ *8*)	187·0 (+*13*)	194·2 (+ *4*)
Switzerland and Liechtenstein	64·6 (+*17*)	77·4 (+*20*)	85·9 (+*11*)
Portugal, Azores and Madeira	22·5 (+*18*)	31·4 (+*40*)	41·4 (+*32*)
Austria	20·1 (+*47*)	26·1 (+*30*)	24·5 (— *6*)
Economic Community	790·8 (+ *9*)	940·8 (+*19*)	995·6 (+ *6*)
Western Germany	212·7 (+ *8*)	270·3 (+*27*)	265·3 (— *2*)
Netherlands	210·4 (+ *6*)	238·6 (+*13*)	271·1 (+*14*)
Belgium and Luxembourg	100·0 (+*22*)	112·2 (+*12*)	123·6 (+*10*)
France	157·1 (+*17*)	187·1 (+*19*)	190·8 (+ *2*)
Italy	110·6 (— *2*)	132·5 (+*20*)	144·8 (+ *9*)
Spain, Canary Islands and Spanish ports in North Africa	68·7 (— *1*)	77·2 (+*12*)	73·9 (— *4*)
Other	44·4 (— *5*)	47·9 (+ *8*)	44·6 (— *7*)
Soviet Union & Eastern Europe	178·2 (+ *6*)	193·3 (+ *8*)	220·2 (+*14*)
Soviet Union	96·8 (+ *3*)	97·0 (+ *0*)	118·9 (+*23*)
Other	81·4 (+*11*)	96·3 (+*18*)	101·3 (+ *5*)
Latin America	299·9 (+ *1*)	297·7 (— 1)	283·2 (— *5*)
Venezuela	67·0 (—*11*)	73·8 (+*10*)	73·7 (— *0*)
Argentina	89·0 (— 5)	78·2 (—*12*)	71·5 (— *9*)
Other	143·9 (+*11*)	145·7 (+ *1*)	138·0 (— *5*)
Other non-sterling	348·7 (+ *3*)	399·9 (+*15*)	418·4 (+ *5*)
Middle East	157·9 (+ *1*)	176·7 (+*12*)	184·3 (+ *4*)
Japan	54·4 (— *0*)	74·6 (+*37*)	78·1 (+ *5*)
Other	136·4 (+ *5*)	148·6 (+ *9*)	156·0 (+ *5*)
Total Non-Sterling	3,222·0 (+ *6*)	3,812·9 (+*18*)	3,951·6 (+ *4*)
Total All Countries	4,983·4 (+ *8*)	5,696·1 (+*14*)	5,763·5 (+ *1*)

(1) Separate figures not available prior to 1965.

million (9 per cent) more than in 1964. If certain consumer goods are excluded from the totals for Divisions 71 and 72, the rise in machinery was 12 per cent (£48 million) and this accounted for a very large part of the increase in capital goods in 1965. Machinery imports fell back in the fourth quarter after their sharp increase in the two middle quarters. For the year as a whole, the rise was in both electric and non-electric machinery, with the latter showing the bigger increase. Imports of aircraft were £4 million up on 1964 and imports of ships and boats nearly £8 million more. Imports of instruments continued to increase in 1965 though at rather less than half the rate they had been rising in recent years. Nearly all the rise was in the second half of last year; in the first half they had remained at about the same level as at the end of 1964.

Sources of imports

The small rise in total imports in 1965 was reflected in the figures for most of the main sources of supply. The exceptions were the sterling area and Latin America, which showed moderate decreases, though imports from both these areas were rising in the course of the year.

Sterling area

Imports from the sterling area were 4 per cent (£71 million) less in 1965 than they were in 1964, after several years of strong growth. During 1965, however, they were recovering and were 2 per cent higher in the second half of the year than in the first. There was a reduction for the year in imports from Australia of £31 million (12 per cent), where there had previously been strong growth, although there was a marked recovery in the fourth quarter; lower prices caused a reduction in the value of wool imported of about a third. Lower sugar prices in 1965 accounted for all of the reduction in imports from Jamaica and for some of the reduction from Trinidad. Imports from India, which had been flat in 1964 after moderate growth previously, were £13 million (9 per cent) less in 1965, with imports of textiles (especially cotton fabrics) and imports of tea lower than in 1964. There was a sharp fall in imports from Hong Kong, of £11 million (13 per cent). There were slight falls in imports from South Africa, Ghana, Malaysia and Kenya. Imports from the Irish Republic fell moderately with lower imports of dairy produce but higher imports of meat. There was a very large fall in imports from the Middle East sterling countries, with lower values of petroleum imports especially from Kuwait (from that country they were over a quarter less in value than they had been in 1964). Against these falls there were higher imports from Nigeria, the increase being mainly in bigger values of crude petroleum, which more than doubled in 1965.

North America

Up to last year, imports from North America had been growing strongly and were particularly high in 1964 at a peak figure of £1,109 million (26 per cent higher than in 1963). The growth was not so rapid last year, the increase in value being £23 million (2 per cent), with no change in imports from Canada but a 4 per cent increase in imports from the United States. The United States dock strikes undoubtedly had some effect on the variable figures of imports from the United States and from Canada in the first half year. Since then there has been little overall change in imports from North America as a whole.

Western Europe

Imports from Western Europe were £84 million (5 per cent) more in 1965 than they had been in 1964, a much slower rate of growth than in recent years. In 1964 the increase had been 20 per cent and in 1963 8 per cent. Imports from both the EFTA and the Common Market countries increased, from EFTA by £36 million (5 per cent) and from EEC by £55 million (6 per cent). Within the two trading groups there were increases in imports from all countries except Austria and Western Germany. Imports in the second half-year were higher than in the first half from both the EFTA and Common Market groups of countries.

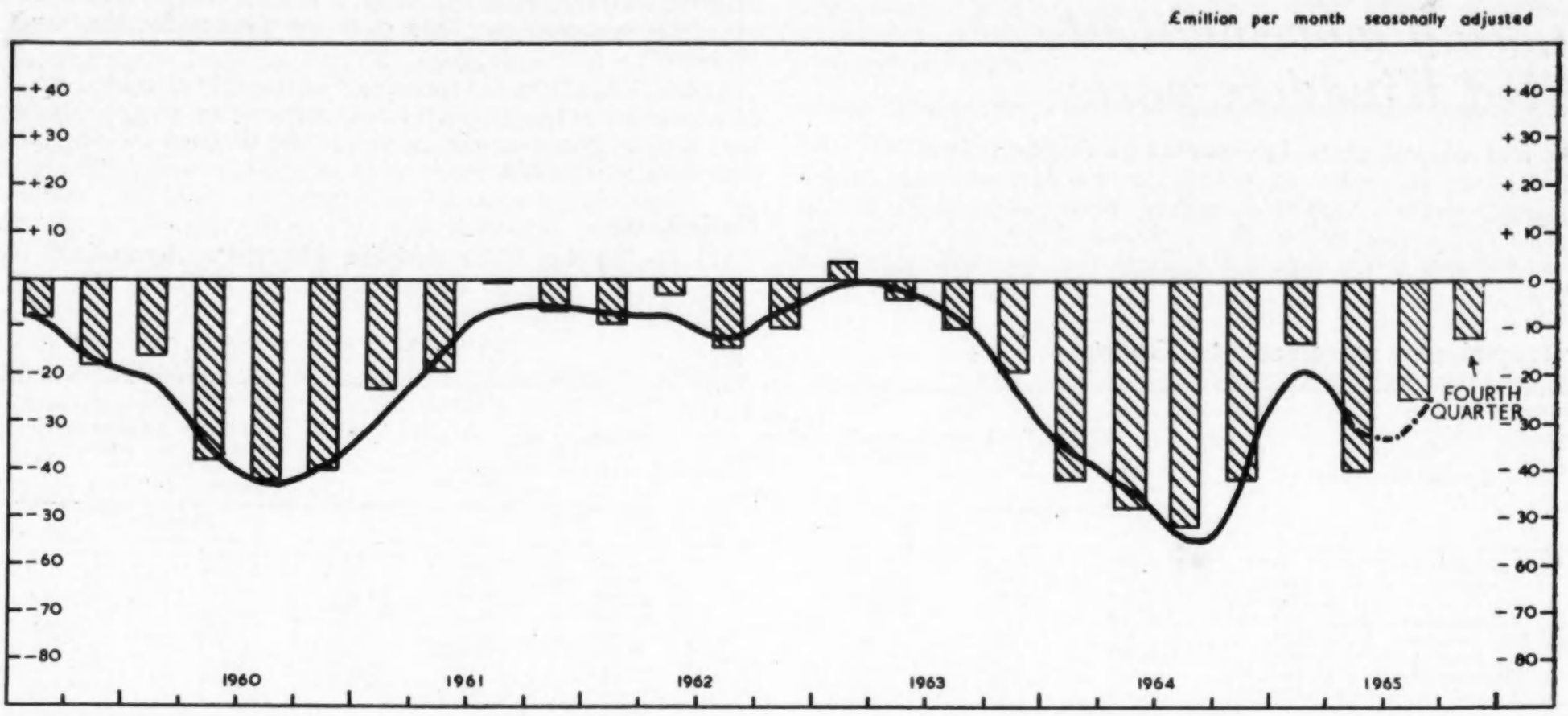
Soviet Union and Eastern Europe

There was a sharp increase in imports from the Soviet Union and Eastern Europe in 1965. At £220 million, they were £27 million (14 per cent) more than in 1964. In that year they had shown little change after rising by 3 per cent in 1963.

Latin America

Imports from Latin America had fallen in 1964 and continued

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

the decline last year, being £14 million (5 per cent) less. Imports of meat (mainly beef from the Argentine) were a fifth lower than in 1964.

Rest of the World

There was a rise of £19 million (5 per cent) in imports from the rest of the world. Countries in this category are mainly primary producers, except for Japan. Imports from Japan rose £4 million (5 per cent) and imports from the non-sterling Middle East countries increased by £8 million (4 per cent), with heavier imports of petroleum. Both the value and the quantity of these imports from Saudi Arabia were more than double the 1964 figures.

Notes: Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowances for goods not covered by the Trade Accounts.

Detailed particulars of United Kingdom imports, exports and re-exports were published on January 31* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for February† due to be published on or about February 25.

* Accounts relating to the Overseas Trade Accounts of the United Kingdom, December 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 4s., by post 4s. 5d. Annual subscription £2 13s.

IMPORT DUTIES, *continued*

also been raised to preserve the existing rate of duty on these goods;

(3) provides for amendments of subheadings to headings 84.45, 84.48 and 84.59 consequent upon a change in the classification of strip coilers of a kind used in rolling mills, and parts thereof.

This Order came into operation on February 3.

Copies of the Order are obtainable direct from HM Stationery Office.

The Import Duty Drawbacks (No.1) Order, 1966

HM TREASURY have made the Import Duty Drawbacks (No. 1) Order, 1966, which: (i) continues the allowance of drawback of import duty on the exportation of certain imported hand-operated appliances for making labels or name plates following the reclassification of the goods in the Customs Tariff, 1959, by the Import Duties (General) (No. 1) Order, 1966;

(ii) provides for the allowance of drawback of import duty on the exportation of single vision ophthalmic lenses, other than contact lenses, manufactured from specified imported sheet glass; and

(iii) varies the rates of drawback of import duty on the exportation of:

(a) specified animal black manufactured from certain imported bones, and

(b) specified hazelnut products manufactured from certain imported hazelnuts.

The Order came into operation on February 3 and has been published as Statutory Instruments 1966, No. 61. Copies are obtainable direct from HM Stationery Office, price 3d.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton, *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, *but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants,* 122,000 *came in* 1964. *Wihout formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

Shipping movement at United Kingdom ports

Foreign and coastal trade movements in October, 1965.

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during October, 1965, amounted to 13,542 thousand net tons: this was about 1 per cent more than the tonnage for the same month in 1964. Commonwealth vessels accounted for 6,683 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first ten months of the year showed an increase of 4,486 thousand net tons over the figures for the same period of 1964.

There was about 0.5 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo during October, and a 5.5 per cent increase for the first ten months of the year compared with 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any

Table 1. Shipping movement at UK ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: For month of October 1964	5,309	8,534	3,900	203	4,431	4,465	4,835	2,526	173	2,136
For month of October 1965	5,359	8,461	3,657	216	4,588	4,554	5,081	2,628	182	2,271
Ten months ending October 1964	53,351	87,098	40,025	1,997	45,077	44,844	48,842	25,116	1,624	22,102
Ten months ending October 1965	54,710	90,561	39,351	2,107	49,103	44,523	48,952	24,821	1,571	22,561
In ballast: For month of October 1964	1,190	1,771	719	31	1,021	2,173	5,492	2,043	97	3,352
For month of October 1965	1,287	1,986	934	38	1,014	2,356	5,988	2,250	106	3,632
Ten months ending October 1964	15,923	21,259	9,890	501	10,869	24,797	59,727	24,842	948	33,936
Ten months ending October 1965	16,309	22,154	10,995	530	10,629	26,540	64,320	25,567	1,149	37,604

(1) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	October		Ten months ended October		October		Ten months ended October	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,748	1,744	17,507	17,496	1,574	1,576	15,693	15,005
Other Commonwealth	128	134	1,314	1,360	175	182	1,660	1,695
Foreign	3,433	3,481	34,530	35,854	2,716	2,796	27,491	27,823
Total	5,309	5,359	53,351	54,710	4,465	4,554	44,844	44,523
	Thousand net tons							
Commonwealth (1)								
Registered in United Kingdom	3,900	3,657	40,025	39,351	2,526	2,628	25,116	24,821
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	203	216	1,990	2,104	173	182	1,617	1,571
Soviet	62	88	675	793	12	23	277	285
Finnish	56	59	555	620	36	25	313	257
Swedish	268	272	2,926	3,269	104	106	1,045	1,159
Norwegian	854	991	9,647	10,760	425	347	3,771	4,168
Danish	254	268	2,404	2,543	156	167	1,457	1,625
Polish	26	16	213	201	15	28	172	159
German	308	342	3,083	3,640	204	221	1,979	2,205
Dutch	692	540	6,733	6,388	391	455	4,564	4,387
Belgian	139	202	1,734	1,935	142	150	1,459	1,521
French	421	452	3,674	4,115	234	283	2,431	2,635
Spanish	32	40	489	505	26	25	474	450
Italian	185	94	1,193	1,330	2	10	48	62
Yugoslav	16	7	126	113	9	4	70	66
Greek	204	124	1,687	1,912	23	114	385	566
United States of America	244	231	2,782	1,932	206	179	2,280	1,473
Panamanian	128	154	1,016	1,383	13	22	168	282
Liberian	393	605	4,707	6,342	53	44	296	380
Other	150	105	1,435	1,324	84	68	912	881
Total foreign	4,431	4,588	45,077	49,103	2,136	2,271	22,102	22,561
TOTAL	8,534	8,461	87,098	90,561	4,835	5,081	48,842	48,952
Trading areas:								
Irish Republic	390	371	4,194	4,539	365	377	4,082	4,455
Northern Europe (Foreign)	2,000	2,103	20,923	21,648	1,684	1,748	17,316	17,253
Europe (Atlantic) and Western Mediterranean Countries	980	994	9,265	10,567	726	744	7,001	7,566
Central and Eastern Mediterranean Countries	833	1,057	8,403	10,238	118	133	1,385	1,321
West and South Africa	469	550	5,076	5,988	230	241	2,125	2,049
East Africa, Persian Gulf, India	1,171	852	12,680	11,435	290	231	2,421	2,351
Eastern Asia and Islands in the Pacific	194	185	2,045	1,933	173	212	1,701	1,839
Australasia	260	284	2,819	2,811	195	198	1,822	1,741
North America (Atlantic Coast)	1,221	1,145	11,040	10,697	682	868	7,518	7,283
West Indies and Central America (Atlantic Coast)	670	697	6,992	7,402	170	174	1,534	1,537
South America (Atlantic Coast)	161	134	1,575	1,632	141	81	1,140	910
South and Central America (Pacific Coast)	27	14	464	352	12	17	230	180
North America (Pacific Coast)	151	67	1,507	1,249	50	49	560	445
Other areas	6	6	113	67	—	7	8	20
Total Commonwealth Countries (1)	2,762	2,483	28,915	28,353	1,418	1,381	13,441	13,907
Total Foreign Countries	5,772	5,978	58,183	62,208	3,417	3,699	35,401	35,045
TOTAL	8,534	8,461	87,098	90,561	4,835	5,081	48,842	48,952

(1) Includes Irish Republic and South Africa.

port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Table 3. Foreign trade arrivals and departures at principal ports for the period January—October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	10	11	32	71	42	81	64	36	92	78	41	111
Bristol	3,640	3,189	1,470	3,764	3,302	1,560	497	497	531	3,431	2,926	1,272
Cardiff	1,393	1,344	568	1,642	1,564	805	540	385	507	1,990	1,739	904
Dover	3,391	3,381	2,750	7,310	8,118	6,815	3,233	3,266	2,518	7,228	8,096	6,712
Falmouth (inc. Truro)	33	58	47	935	765	263	9	9	10	1,472	1,118	256
Filkestone	584	690	606	993	1,107	883	518	518	487	1,048	1,154	919
Grimsby (inc. Immingham)	2,127	2,254	2,288	2,650	2,480	2,485	853	502	732	2,720	2,333	2,497
Harwich	3,512	3,885	3,087	3,680	4,131	3,305	3,635	4,041	3,161	3,749	4,177	3,360
Holyhead	1,234	1,444	1,038	1,310	1,522	1,105	1,219	1,426	1,026	1,303	1,500	1,080
Hull	3,734	3,854	3,210	4,183	4,125	3,548	1,607	1,377	2,026	4,027	4,039	3,363
Lancaster	412	202	53	428	226	95	21	17	48	311	176	73
Liverpool	12,511	12,620	4,743	14,880	14,872	5,868	6,325	6,133	3,884	14,992	15,191	5,788
London	23,954	23,978	12,880	30,578	30,080	15,531	12,592	12,123	9,729	29,680	29,302	15,935
Manchester (inc. Runcorn)	4,710	4,761	2,259	5,005	5,039	2,569	1,691	1,561	1,702	4,667	4,398	2,585
Middlesbrough	2,531	2,614	1,103	3,468	3,530	1,547	1,606	1,731	1,210	3,640	3,902	1,763
Milford Haven	3,362	5,092	318	3,862	6,017	686	429	807	251	3,846	5,645	576
Newhaven	559	910	1,112	601	1,002	1,241	576	838	1,071	598	960	1,201
Newport (Mon.)	1,095	1,040	490	1,677	1,576	789	975	888	655	1,730	1,785	872
Plymouth	229	229	428	486	554	694	113	134	353	602	550	689
Southampton	13,793	14,268	2,427	17,404	17,389	3,156	7,043	7,233	1,992	17,193	17,255	3,124
Swansea	1,047	708	411	2,302	1,864	1,259	1,966	1,794	1,652	2,670	2,162	1,764
Tyne ports	2,091	2,129	1,267	3,123	3,219	1,755	1,540	1,352	1,072	3,645	3,740	1,710
Glasgow	4,374	4,566	1,413	5,049	5,220	1,636	2,402	2,329	947	5,221	5,298	1,603
Grangemouth	890	775	927	1,313	1,252	1,149	1,032	1,036	910	1,482	1,347	1,173
Greenock	668	655	126	1,831	1,962	317	385	401	59	1,773	2,199	319
Leith	690	718	951	734	795	1,003	294	289	603	664	708	898
Belfast	1,673	1,837	1,067	1,766	1,930	1,186	334	452	439	1,458	1,697	874
Other ports	7,424	7,771	13,931	9,115	9,472	18,236	4,095	4,341	10,431	8,833	9,294	17,919
TOTAL	101,671	104,986	61,002	130,158	133,154	79,567	55,595	55,511	48,098	130,053	132,729	79,340

Table 4. Coasting trade arrivals and departures at principal ports for the period January—October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of tessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	22	20	58	1,880	1,724	2,276	1,865	1,705	2,171	1,893	1,729	2,242
Bristol	951	1,283	1,102	1,544	1,802	3,886	498	1,008	2,381	1,759	2,186	4,178
Cardiff	293	510	683	1,144	1,338	2,782	241	257	1,189	813	1,039	2,672
Cowes	1,928	1,636	8,342	4,107	3,919	17,510	1,830	1,527	7,482	4,119	3,907	17,461
Falmouth	136	154	180	884	626	584	91	92	345	273	223	552
Hartlepools	31	64	93	596	513	517	524	427	367	582	525	521
Hull	795	768	365	1,400	1,414	1,354	541	661	968	1,534	1,457	1,467
Immingham	290	574	114	958	1,208	787	510	797	625	1,043	1,290	816
Lancaster	1,165	1,350	814	1,356	1,652	1,268	1,363	1,124	981	1,463	1,387	1,147
Liverpool	2,455	2,785	2,587	3,476	3,952	4,005	2,400	2,618	3,199	3,776	4,047	4,136
London	6,295	6,259	5,748	8,248	8,037	8,184	1,989	1,991	2,545	8,846	8,564	8,139
Manchester	907	779	651	1,319	1,217	1,494	703	719	849	1,423	1,317	1,463
Middlesbrough	287	364	336	1,074	1,165	1,238	369	282	546	857	860	1,017
Milford Haven	326	238	90	1,903	2,746	1,020	1,972	2,929	1,056	2,072	3,101	1,117
Newport (Mon.)	303	317	1,214	567	510	1,371	135	20	50	473	379	1,283
Portsmouth	355	359	1,637	2,706	2,700	10,889	70	68	794	2,693	2,701	10,852
Preston	864	935	1,555	953	1,028	1,779	791	880	1,412	994	1,074	1,846
Southampton	2,306	2,784	9,133	4,832	4,900	11,264	4,092	4,144	9,246	4,872	4,881	11,436
Sunderland	212	223	296	1,649	1,457	1,650	1,335	1,130	1,228	1,585	1,397	1,579
Swansea	151	112	411	1,518	1,360	3,203	929	825	2,180	1,094	1,018	2,652
Tyne ports	523	580	181	3,001	3,158	2,230	1,453	1,538	1,598	2,493	2,692	2,178
Glasgow	1,059	1,037	997	1,737	1,760	1,546	690	776	863	1,492	1,627	1,549
Belfast	4,970	5,079	6,731	5,411	5,448	7,290	4,024	4,255	4,903	5,405	5,553	7,445
Other ports	10,891	11,478	25,830	15,686	16,233	40,749	7,890	8,455	16,539	15,539	16,071	40,302
TOTAL	37,516	39,682	69,148	67,944	69,867	128,876	36,302	38,228	63,517	67,093	69,026	128,050

(Tables continued on next page)

Table 5. Coasting trade movement at UK ports

	Arrived				Departed			
Coasting Trade – Great Britain	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of October 1964	6,181	3,336	2,903	433	5,671	3,247	2,716	532
Month of October 1965	5,492	3,308	2,706	601	5,166	3,233	2,611	621
Ten months ending October 1964	62,262	31,923	27,425	4,498	60,222	31,989	27,005	4,985
Ten months ending October 1965	60,783	33,937	28,112	5,825	57,749	33,685	27,503	6,181
In ballast: Month of October 1964	5,397	2,828	2,346	482	5,655	2,838	2,396	442
Month of October 1965	4,868	2,748	2,251	496	5,113	2,655	2,244	411
Ten months ending October 1964	64,575	29,951	25,040	4,911	64,342	29,012	24,749	4,263
Ten months ending October 1965	58,998	29,762	24,381	5,380	60,969	29,045	24,429	4,616
Coasting Trade – United Kingdom								
With cargo: Month of October 1964	6,961	3,856	3,396	460	6,184	3,655	3,097	558
Month of October 1965	6,325	3,859	3,223	636	5,726	3,680	3,020	659
Ten months ending October 1964	70,162	37,516	32,621	4,894	65,630	36,302	31,023	5,279
Ten months ending October 1965	69,148	39,682	33,418	6,265	63,517	38,228	31,694	6,534
In ballast: Month of October 1964	5,464	2,860	2,373	487	5,987	2,979	2,528	451
Month of October 1965	4,935	2,808	2,299	508	5,500	2,823	2,382	441
Ten months ending October 1964	65,317	30,428	25,464	4,964	67,859	30,790	26,327	4,463
Ten months ending October 1965	59,728	30,184	24,715	5,469	64 533	30,798	25,856	4,942

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, January 28, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Life at the Top	Br/E 31056	117	January 24	Columbia Pictures Corp. Ltd.	Romulus Films Ltd.
Sky West and Crooked	Br/E 31057	102	January 24	Rank Film Distributors Ltd.	John Mills Productions (1957) Ltd.
Look at Life Series 28: *Jobs for Dogs*	Br/E 31058	9	January 24	" "	Rank Film Distributors Ltd.
(a) Unknown Scotland – The Black Isle					
(b) The Black Isle	Br/E 31059	14	January 25	Leap Film Distributors Ltd.	Sheraton Productions Ltd.
We're Wrestling Tonight	Br/E 31064	61	January 26	"	Ledeck Productions Ltd.
1812	Br/E 31067	18	January 27	Columbia Pictures Corp. Ltd.	Film Facilities Ltd.
Chuckwagon	Br/E 31068	10	January 27	British Lion Films Ltd.	National Film Board of Canada
Movietone News 1911	Br/E 30837	7	January 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1911A	Br/E 30838	10	January 28	" "	" "
Pathe News 66-7	Br/E 30923	8	January 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-8	Br/E 30924	8	January 28	" "	" "
Look at Life Series 28: *Behind the World Cup*	Br/E 31071	9	January 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
FOREIGN					
Espionage in Lisbon	F 31051	84	January 24	Butcher's Film Distributors Ltd.	Hesperia Films, Madrid, Terra Films, Rome and Speva Films, Paris
The Flight of the Phoenix	F 31052	147	January 24	Twentieth Century-Fox Film Co. Ltd.	A Melcher Arcola Production
Your Cheatin' Heart	F 31053	80	January 24	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc.
The Year of the Mouse	F 31054	6	January 24	"	Metro-Goldwyn-Mayer Inc.
Land of a Thousand Faces	F 31055	15	January 24	British Lion Films Ltd.	Baruch Dienar, Tel-Aviv
1,000 Shapes of a Female	F 31060	79	January 26	Compton Films Ltd.	Cinema Syndicate Inc.
Her Bikini Never Got Wet	F 31061	82	January 26	Gala Film Distributors Ltd.	Beaux Arts Films Inc., and Europa General Hemispheres
My Fair Lady	F 31062	176	January 26	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
Carnival	F 31063	7	January 26	Screenspace Ltd.	Spectafilm, Colombes, Seine
The Hand in the Trap	F 31065	90	January 26	Connoisseur Films Ltd.	Selecciones Gala s.r.l., and Angel Producciones, Buenos Aires
Arizona Raiders	F 31066	80	January 27	Columbia Pictures Corp. Ltd.	Admiral Pictures Inc.
A Rage to Live	F 31069	104	January 28	United Artists Corp. Ltd.	Mirisch Corp.
Shakespeare Wallah	F 31070	120	January 28	Contemporary Films Ltd.	Merchant Ivory Productions

Cinema admissions and takings in December 1965

DURING DECEMBER, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 5.4 million, and the weekly average of gross box office takings was £0.95 million.

Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at January 19, 1966, amounted to £78·7 million, of which £69·4 million was from the clearing banks and £9·3 million from the Scottish banks.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:
Rotating Electrical Machinery for September 1965.
Electric Lamps for October 1965.
Railway Carriages and Wagons for October 1965.
Refrigerating Machinery for October 1965.
Tools and Implements for October 1965.
Clothing for November 1965.
Footwear for November 1965.
Salt for November 1965.
Timber – Softwood, Hardwood and Plywood for December 1965.

Quarterly, at 7s. 6d. a year, post free:
Contractors' Plant for July-September 1965.
Polishes for July-September 1965.

New business names registered in 1965

DURING the year ended December 31, 1965, there were 48,266 new registrations under the Registration of Business Names Act, 1916 (as amended by the Companies Act, 1947) and 11,747 names were removed from the Registers. The total remaining on the Registers at December 31, 1965, was 980,411.

Registration of Business Names

The following table gives the number of Business Names, and of Statements of Changes in Particulars, registered, and of Business Names removed from the Register, under the Registration of Business Names Act, 1916 (as amended), to December 31, 1965, and the number of Business Names remaining on the Registers.

Year	New registrations			Removals			Cumulative totals on registers			Changes in particulars		
	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland
1917-1936 .	471,788	435,512	36,276	100,037	94,580	5,457	371,751	340,932	30,819	121,432	112,648	8,784
1937-1956 .	467,754	441,329	26,425	121,845	114,955	6,890	717,660	667,306	50,354	120,765	109,259	11,506
1957 . .	30,478	29,303	1,175	7,849	7,572	277	740,289	689,037	51,252	6,202	5,769	433
1958 . .	34,801	33,447	1,354	9,174	8,822	352	765,916	713,662	52,254	6,560	6,034	526
1959 . .	38,157	36,692	1,465	9,935	9,502	433	794,138	740,852	53,286	6,597	6,047	550
1960 . .	39,653	38,243	1,410	10,447	10,056	391	823,344	760,039	54,305	6,879	6,268	611
1961 . .	39,007	37,682	1,325	11,026	10,660	366	851,325	796,061	55,264	7,445	6,877	568
1962 . .	39,449	37,985	1,464	10,637	10,269	368	880,137	823,777	56,360	7,858	7,291	567
1963 . .	42,187	40,799	1,388	11,418	11,070	348	910,906	853,506	57,400	7,966	7,417	549
1964 . .	45,045	43,547	1,498	12,059	11,777	282	943,892	885,276	58,616	8,533	8,009	524
1965 . .	48,266	46,617	1,649	11,747	11,289	458	980,411	920,604	59,807	8,823	8,400	423

Limited Partnerships

The following table gives the number of limited partnerships registered under the Limited Partnerships Act, 1907, to December 31, 1965, and the amount of subscribed capital.

Year	Total		England and Wales		Scotland	
	Number	Subscribed Capital	Number	Subscribed Capital	Number	Subscribed Capital
1908-1939 . . .	1,464	£3,524,336	1,395	£3,292,876	69	£331,460
1940-1949 . . .	160	£435,678	152	£433,811	8	£1,867
1950-1959 . . .	158	£225,126	154	£224,671	4	£455
1960.	13	£6,480	13	£6,480	—	—
1961.	19	£19,325	19	£19,325	—	—
1962.	14	£16,032	13	£15,532	1	£500
1963.	10	£3,057	9	£3,007	1	£50
1964.	11	£3,098	10	£3,088	1	£10
1965.	15	£5,268	15	£5,268	—	—

Subscription form for the Board of Trade Journal

To HM Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 80 Chichester Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £5 6s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL.
The copy should be sent to:

Name .....

Address..... .....

....

Car and commercial vehicle production in December

During the five week statistical period of December, 1965, the recorded weekly average rates of production were 32,187 cars and 8,292 commercial vehicles.

The weekly average rate of car production for the year 1965, at 33,116 units, was 6 per cent less than the record rate achieved in 1964. The seasonally adjusted production figures shown in table 3 show that in the last quarter of 1965, production was substantially higher than in the earlier months of the year but did not regain the high levels of 1964.

The level of commercial vehicle production in 1965 at a weekly average rate of 8,754 units was at much the same level as in 1964. The seasonally adjusted production figures show that production in the fourth quarter was appreciably higher than in the third quarter but did regain the levels of the first six months of the year.

CAR AND COMMERCIAL VEHICLE PRODUCTION FIGURES

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1. Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1964 4th quarter	13	454,975	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1964 October	4	142,512	35,628	37,073	9,268	1,684	421
November	4	148,184	37,046	37,254	9,314	1,779	445
December	5	164,269	32,854	42,157	8,431	1,897	379
1965 October	4	137,349	34,337	35,750	8,938	1,323	331
November	4	133,730	33,433	33,761	8,440	1,434	359
December	5	160,937	32,187	39,440	7,888	2,019	404

Table 2. Recorded exports

Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1964 4th quarter	161,699	39,275	1,982
1965 1st quarter	158,328	38,030	1,802
2nd quarter	173,240	40,390	1,764
3rd quarter	146,112	34,882	1,547
4th quarter	149,887	38,952	1,757
1964 October	53,115	13,993	660
November	54,373	13,107	617
December	54,409	13,352	662
1965 October	46,843	12,043	479
November	51,450	13,638	566
December	52,066	13,246	685

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. The quarterly export figures include amendments not made to monthly figures.

(*Continued in next column*)

Turnover of the Motor Trades in November

THE TOTAL TURNOVER of the motor trades in November, although 6 per cent below that recorded in November 1964, was at much the same level as that experienced in the previous two months. The November experience suggests that the trend in motor trade business has still not greatly altered since the strong upward movement of the previous two years was halted in April 1965.

The analysis of turnover shows that the fall in sales of new motor vehicles in November, a decrease of 17 per cent compared with November 1964, was the dominant cause of the reduction of motor trade business in November compared with the same month a year earlier. This large decrease appears to reflect the high level of sales in November 1964. Allowing for month to month irregularities in the series, the level of new motor vehicle sales in November was not very much different from that in September and October.

As with new motor vehicles, sales of secondhand motor vehicles in November showed a large decrease compared with November 1964, but the average decrease for October and November taken together, compared with the corresponding two months of 1964, does not indicate any great change from the third quarter. Other sales and receipts continue to show a level of business much in line with the experience of past months. (*See facing page*)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 3. Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·0	38·9
2nd quarter	145·9	40·6
3rd quarter	133·1	35·0
4th quarter	152·0	37·2
1965 January	152·3	39·9
February	144·1	39·5
March	132·6	37·4
April	140·4	41·3
May	145·5	41·8
June	151·8	38·7
July	138·8	35·4
August	126·7	33·7
September	133·7	36·0
October	154·0	38·1
November	143·9	35·8
December	158·2	37·7
Average of:		
July to September	133·1	35·0
October to December	152·0	37·2
Percentage change	+14	+6

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

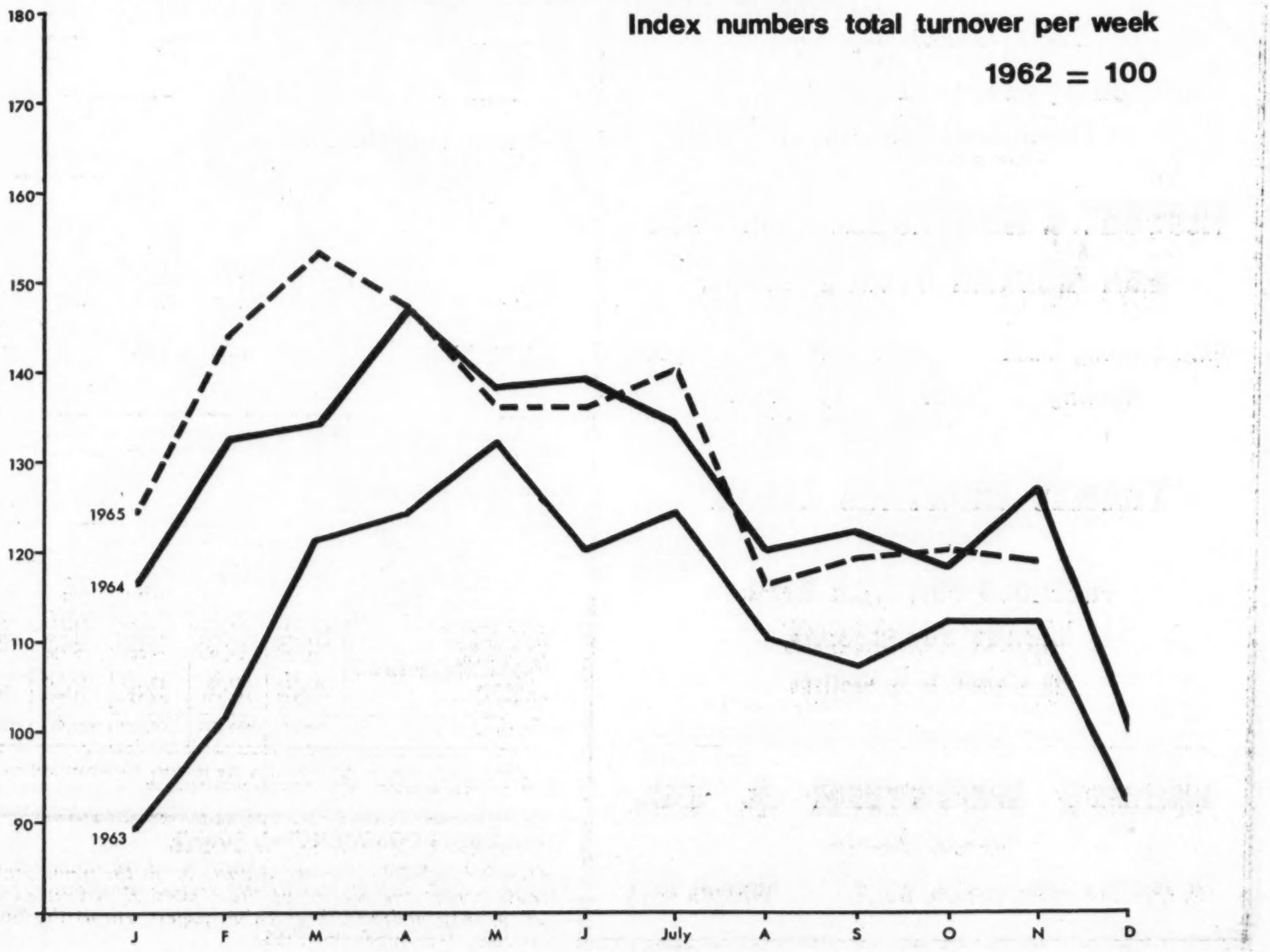
UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index numbers of turnover per week and percentage charges on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	133(b)	141	140	125		124	144	153	147	136	136	140	116	119	120	119	
	1964	+13	+22	+13	+11	+9	+31	+30	+11	+18	+5	+16	+8	+10	+14	+5	+14	+8
	1965	+2(b)	+11	—1	Nil		+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
(£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	143(b)	172	151	122		144	176	192	165	142	147	149	105	113	116	117	
	1964	+20	+33	+18	+16	+12	+42	+42	+22	+28	+3	+23	+12	+17	+20	+4	+24	+7
	1965	—3(b)	+12	—9	—8		+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	113	113	105	111	75
	1965	124(b)	132	142	110		107	138	148	162	142	126	127	104	102	105	98	
	1964	+11	+21	+12	+7	+3	+45	+39	Nil	+14	+7	+15	+4	+2	+13	+2	+7	Nil
	1965	—1(b)	+6	Nil	—7		+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	105	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127(b)	118	129	133		115	119	121	126	129	131	137	130	132	131	131	
	1964	+8	+10	+7	+8	+9	+15	+14	+3	+8	+6	+9	+6	+6	+10	+7	+7	+12
	1965	+10(b)	+12	+9	+9		+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1965 turnover was the four weeks from October 31 to November 27, the corresponding period in 1964 was from November 1 to November 28.
(b) Cumulative figures for January to November compared with corresponding period of 1964.



PRELIMINARY

AUCTION ANNOUNCEMENT

By Order of The Wall Paper Manufacturers Ltd.

NINE ELMS WORKS, BATTERSEA, LONDON, S.W.8

Important Thamesside position in Nine Elms Lane Adjacent to the proposed new site for Covent Garden Market

125,000 sq. ft.

on 2½ acres in two sections, Thamesside and Inland

FACTORY & WAREHOUSE BUILDINGS with MODERN OFFICE BLOCK

Fine Loading Dock *Four Road Frontages*
Heating *Lifts* *Sprinklers*

THAMES FRONTAGE 240 FT.

FREEHOLD FOR SALE WITH VACANT POSSESSION
As a whole or in sections

HENRY BUTCHER & CO.
Factory Agents
73 Chancery Lane, London, W.C.2 **HOLborn 8411**

Production of man-made fibres in December

TOTAL PRODUCTION by weight of man-made fibres in December was 2 per cent less than in December 1964. Within the total, output of both continuous filament and staple fibre was 2 per cent less.

Annual total production by weight in 1965 was 4 per cent more than the record total for 1964; output of staple fibre increased by 4 per cent and continuous filament by 5 per cent.

Deliveries of continuous filament and staple fibre in 1965 were 2 per cent more and 2 per cent less respectively than in 1964. Deliveries of continuous filament to the home trade increased by 5 per cent; within the total for continuous filament, deliveries for industrial purposes and to the warp knitting industry were both 11 per cent more while deliveries to the weaving and hosiery industries were 2 per cent more and 3 per cent less respectively. Deliveries of staple fibre to the home user industries in 1965 were 4 per cent less than in 1964; within the total for staple fibre deliveries to the flax, cotton and wool spinning industries were 23, 8 and 1 per cent less respectively than the high figures for 1964.

Deliveries of continuous filament yarn by weight for export in 1965 were 8 per cent less than in 1964, but deliveries of staple fibre for export were 5 per cent more.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1964 3rd quarter	89·6	105·4	195·0
4th quarter	101·2	122·4	223·6
1965 3rd quarter	93·7	105·8	199·5
4th quarter	98·8	116·2	215·0
1964 October	34·3	42·4	76·7
November	33·3	39·2	72·4
December	33·6	40·9	74·5
1965 October	33·4	37·4	70·8
November	32·6	38·7	71·2
December	32·9	40·2	73·0

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1964	Year 1965	1964 July-Sept.	1964 Oct.-Dec.	1965 July-Sept.	1965 Oct.-Dec.
Weaving	87,133	89,080	20,287	22,685	20,679	23,868
Hosiery	56,831	55,159	12,967	14,342	13,438	16,957
Warp knitting	42,625	47,151	9,891	10,995	10,652	12,712
Industrial purposes (tyres, etc.)	95,732	106,019	22,265	25,931	24,603	29,244
Other purposes	13,257	12,793	2,996	2,918	2,935	3,309
Exports as yarn (a)	94,556	87,227	23,006	25,334	20,724	20,782
Total	390,133	397,428	91,412	102,205	93,031	106,871

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb. actual weight)

	Year 1964	Year 1965	1964 July-Sept.	1964 Oct.-Dec.	1965 July-Sept.	1965 Oct.-Dec.
Cotton spinning	136,654	125,728	31,635	34,731	27,530	29,824
Wool spinning	127,352	125,493	27,901	32,038	28,550	34,281
Flax spinning	38,296	29,419	9,083	10,956	6,349	6,034
Other spinning systems and sundries	47,275	53,983	10,619	12,505	13,281	13,399
Exports (a)	110,359	116,110	27,459	31,462	28,306	28,887
Total	459,937	450,734	106,697	121,693	104,016	112,425

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *November 26, 1965.*

As ailurophiles and other discriminating characters will appreciate, the arrival of Barclays in California not only strengthens their U.S.A. representation, but dramatically extends their reach in the Western Hemisphere.

Their new San Francisco bank is fully equipped to provide up-to-the-minute information on local trade and market conditions. This information—like the information received from other members of the Barclays Group all over Africa, the Mediterranean, the Caribbean and elsewhere—is yours for the asking.

All you need to do is get into touch with your nearest branch of Barclays Bank Limited or Barclays Bank D.C.O.

BARCLAYS BANK OF CALIFORNIA

111 Pine Street, San Fransisco

Exhibitions and Fairs

British Trade Centre, New York, will open in June

A BRITISH TRADE CENTRE will open in Rockefeller Center 10 West 49th Street, New York, in June, 1966. This will be the first permanent showcase for British products and services to be established outside the United Kingdom and will expose these products and services to the greatest concentration of buying power in the world.

This enterprise has the firm support of HM Government, the Committee for Exports to the United States (London), the Confederation of British Industry (London), the Scottish Council (Edinburgh), and the Development Corporation for Wales (Cardiff), as well as Chambers of Commerce and trade associations throughout the United Kingdom. The Trade Centre was originated planned and organized by The British-American Chamber of Commerce, New York – a large and active association of businessmen who, among them represent the major portion of a wide selection of British products and services.

To lease space in the British Trade Centre, New York, telephone Abbey 6376.

Artist's impression of the British Trade Centre, New York.

The response to the Trade Centre, both in the press and among the business community on both sides of the Atlantic, has been most enthusiastic. At the beginning of 1966 over 60 per cent of the exhibit space has been reserved for the first year. It is expected that all of the exhibit space for the first year will be reserved by the end of February.

The basic objective of the Trade Centre is to increase the volume of British exports to the United States. It is intended to achieve this in two ways:

By providing those already selling British products in the United States with an excellent opportunity to expand their share of the market through the exposure of their goods (or services) to trade buyers and the American public alike in a contemporary, all-British setting, and at a nominal cost.

By providing a focal point for the launching of new products in the vast and rich United States market by United Kingdom manufacturers, individually or jointly, who have hitherto refrained from tackling it.

The entrance of the British Trade Centre will face directly on the world-famous Rockefeller Plaza and Skating rink – a major attraction for visitors to New York. Over half a million visitors annually take the guided tour of Rockefeller Center's buildings, and several million other New Yorkers and out-of-town visitors pass through the area every year. An estimated nine million American and foreign businessmen visit New York annually – all prospective customers for British products.

The Trade Centre will occupy a total area of 8,000 square feet on three levels – the street floor, concourse level and the mezzanine. Exhibit facilities will include a total of 117 modular floor display units, a number of wall cases, and display windows on the concourse level. The modular system of stand construction has been adopted to provide maximum flexibility and dramatic presentation, while at the same time retaining an attractive uniformity of appearance. The overall design of the Centre is in the hands of Donald Deskey Associates, Inc., of New York and London, industrial design consultants who will be responsible for ensuring that the quality of design of individual stands is maintained at a constantly high level. Exhibitors may arrange for the independent design and construction of their displays. However, the management of the Centre reserves the right to modify or reject exhibits that do not conform to the overall design concept of the Centre.

The Centre will maintain separate offices for the use of exhibitors and buyers, as well as all-important facilities for short-term vertical trade shows and conferences, and audio-visual presentations.

Every effort will be made to keep the Trade Centre fresh and 'alive' and to prevent it from becoming static. To this end, individual exhibits may be moved at any time within the Centre at the discretion of the management. In addition, exhibitors will be encouraged to alter their displays at frequent intervals, preferably not less than once every three months. Insofar as circumstances permit, exhibits will be grouped into 'families' of related products or services such as menswear, food products, machine tools, travel and transportation, etc. Firms may also exhibit on a collective basis under the sponsorship of a parent organization such as a Trade Association or a Chamber of Commerce.

Floor units of 16 square feet are being leased to exhibitors at a cost of $490 (£175) per unit per quarter, and floor units of 8 square feet at $246 (£88). Glass-enclosed wall cases are leased in units 3 ft. 4 in. high by 12 in. deep by 1 ft. 5 in. wide at a cost of $50 (£18) per unit per quarter. Concourse level display windows rates are: 2 windows (15 ft. wide by 2 ft. 6 in. deep by 5 ft. high) at $840 (£300) per quarter, 8 windows (5 ft. 6 in. wide by 2 ft. 6 in. deep by 5 ft. high) at $280 (£100) per quarter. Spaces are leased for periods of 3, 6, 9 or 12 months (or longer), the effective dates being January 1, April 1, July 1, or October 1, and the minimum rental period being three months.

The British Trade Centre will provide a fully trained staff supplemented by the combined facilities and resources of the British-American Chamber of Commerce in New York, who will provide information and process inquiries on exhibitors' products and services, distribute promotional material provided by the exhibitor and assist trade buyers with information on domestic or United Kingdom sources of supply. The Centre will also assist in the selection of agents and/or distributors in the United States and advise on appropriate methods of distribution. It will provide technical information concerning customs and tariff regulations, quotas, shipping rates, financing and insurance, and credit information on British and American companies.

Library facilities of the Centre will include numerous up-to-date and comprehensive technical directories and more than one hundred British trade periodicals; also a complete range of British Standards. A trade card index system with cross-reference data on over 2,500 agents and distributors of British merchandise imported into the United States will be available.

Comprehensive banking services will be available at The Chartered Bank in separate premises on the street floor immediately adjacent to the Centre.

The British Trade Centre will be open to trade buyers and the public from 10.00 a.m. to 4.00 p.m. Monday to Friday, inclusive (except for public holidays). However, the Centre may be closed to the public at certain times for such activities as special trade shows, press receptions, etc. There will be no charge for admission.

Mr. A. P. Spooner, M.B.E., is director of the British Trade Centre in New York. The United Kingdom representative for the Trade Centre is British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1, who can make arrangements for the lease of space in the Trade Centre. (Tel. Abbey 6376).

The 'London Children's Look' in New York

By B. W. Gordon, Consul (Commercial), New York

EIGHT ENTERPRISING British firms, members of the National Children's Wear Association of Great Britain and Northern Ireland, have successfully completed the Association's first sponsored sales mission to the United States. Displaying their autumn and winter 1966 children's wear collections in the Sheraton Atlantic Hotel, New York from January 10-19, the exhibitors were surprised and delighted at the great interest shown, the orders placed by United States and Canadian buyers and the inquiries received. The British show coincided with the important United States spring market week for popular-priced ready-to-wear for women and children, and buyers from as far afield as Calgary and Nova Scotia in Canada and from leading stores in almost every State in the United States visited the British sales display. The display show attracted an unusual amount of publicity in the New York trade press.

Centre-piece of the display was a boutique exhibit in which garments from all eight firms were attractively arranged. Each exhibitor had, in addition, a good selection of garments on display in adjoining hotel rooms with representatives from the firm or the Association on hand to deal with the visiting buyers. At some stages buyers were so numerous that they were queueing up to view the display and discuss business with the exhibitors.

The outstanding quality of the British children's wear garments impressed the American buyers, in particular the hand-smocked dresses and the styling of the coats for boys and girls. The geometric theme of sub-teen dresses, corduroy suits in various colours, sweaters, pramwear and kilts also attracted much attention. All eight exhibitors shared in the success and worked closely together as a group, answering inquiries and passing on buyers from one firm to another.

It will be some time before the full extent of the orders is known, but Mr. James Law, Director of Britain's National Children's Wear Association, described this venture as the most successful overseas show they had ever had.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purpose of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Home Policy and Executive Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. ID 5101/G).

First British exhibit at Berlin's Green Week

THE FIRST British exhibit at Berlin's International Green Week will consist of a supermarket, a public house, a fruit and flower stall and a Wimpey bar. The Green Week was opened on January 28 by the President of West Germany, Herr Lübke, and will close on February 6. Covering an area of some 20,000 sq. ft., the British display has been organized in collaboration with the Board of Trade and designed to encourage West Berliners to sample and buy British food and beverages.

The Berlin Bear and the British Lion exchanging toasts with beer mugs is the sign outside the 'Old English' public house, which will be complete with heavy oak beams, sporting prints and horse brasses. A 60-foot bar will enable visitors to try the many varieties of British beers, whiskies and spirits and soft drinks on sale. Organized by the Brewers' Society the pub has been sponsored by six of Britain's largest brewery companies.

Some 50,000 blooms and three tons of apples will be on sale at a fruit and flower stall arranged by the National Farmers' Union of England and Wales in co-operation with the British Flower Industry Association, the Floral Publicity Council, the Guernsey Growers' Association and the Jersey Bulb and Flower Growers' Association. The flowers, which are being flown direct to West Berlin, will include daffodils, carnations, violets, roses and chrysanthemums.

A replica of the Eros statue will mark the entrance to the 'Piccadilly Supermarket'. Organized by the Food Manufacturers' Federation Inc., the supermarket will include the products of some 40 British companies, and will present a representative selection of food and drink. British sauces, pickles, speciality marmalades, jams and other preserves will be displayed, and the canned products will embrace soups, fruits, vegetables and fish. An impressive array of biscuits, cakes and shortbreads will be seen as well as many varieties of sugar and chocolate confectionery. Foods for the gourmet and epicure will also be displayed as well as a wide range of beverages. Cups of tea will be among the many samples offered to visitors.

Mr. James H. Hoy, Joint Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food, visited the British display on January 27. He was accompanied by Mr. A. R. Glen, chairman of the Export Council for Europe.

All passengers – estimated at 20,000 – on British European Airways' flights to West Berlin during the Green Week, will receive samples of British marmalades, biscuits and apples.

Sir Patrick Dean, British Ambassador to the United States, with Lady Dean, and children of the staff of the British Consulate-General, New York, modelling garments displayed by the British Children's Wear Mission to New York.

Trade exhibitions in the United States

THE FOLLOWING trade exhibitions to be held in Chicago up to June, 1966, will be visited by a Commercial Officer of the British Consulate-General. Firms and trade associations are invited to write in advance to the Commercial Department, British Consulate General, 200 South Michigan Avenue, Chicago, Illinois 60604, U.S.A., should they have queries which could conveniently be investigated at these exhibitions.

Date	Exhibition
February	
8-11	Office Management Association of Chicago.
18-27	Chicago Automobile Show.
March	
5-13	Chicago National Boat, Travel and Outdoors Show.
May	
9-12	Design Engineering Show.
23-26	National Restaurant Association.
June	
7-9	Material Handling Institute, Inc.
23-25	National Office Machine Dealers Association.

Display at Zagreb Spring Fair

THE BOARD OF TRADE are organizing a Joint Venture participation at the Zagreb Spring Fair, April 16 to 24, by several British firms co-ordinated on behalf of the British Mechanical Engineering Federation by Commander Reay Parkinson, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315; Telex 81153).

British exhibitors 'gratified' with results at New York Boat Show

by P. G. de Courcy-Ireland, Consul (Commercial), New York

THE 56TH NATIONAL Boat Show took place at the New York Coliseum from January 12-23. Last year the Ship and Boat Builders National Federation took part for the first time in the show, where an information stand was manned by executives of the Federation and officers of the British Consulate-General in New York and other official services in the United States. The stand, under the title 'The British Boating Industry', was envisaged as the first step in a continuing effort to increase the sales of the Federation's members in the rapidly expanding American market, and the executives devoted much of their time to market research, the essential foundation to any properly-planned marketing campaign.

On their return to London, the Federation executives began to lay plans for a mission to follow up their efforts at the show, and a 25-man mission under the sponsorship of the British National Export Council spent three weeks touring the United States last October; careful advance planning by the Federation ensured that the members achieved the maximum results in the minimum time. At the same time, plans were being laid for a group exhibit at the 1966 Boat Show, in conjunction with the Board of Trade and the Central Office of Information, and over 3,000 square feet of space was taken by a total of 20 manufacturers. The major part of the stand was naturally occupied by sail boats – 12 of them, ranging in size from 11½ feet to 25 feet – but there was also a wide range of hardware, electronic equipment, clothing and accessories on view. In addition, there was an information stand, manned by Mr. Tom Webb, chief executive of the Federation, and Mr. Alan Moody, president-elect, with the assistance of members of the official services.

The National Boat Show was this year bigger than ever, with a record fleet of 620 boats of all types and sizes For 55 years it was known as the National Motor Boat Show, but last year it was decided to drop 'Motor' from the title, in deference to the rapidly increasing number of sail boats. The decision was justified by the fact that for the first time there were more sail boats than any other type – 179 in all. Attendance was initially affected by the transit strike which paralysed New York's public transport, but at 363,000 it was nearly 7 per cent higher than in 1965, while total sales at retail prices jumped over $3,000,000 to $46,600,000.

The British stand, which again used the title 'The British Boating Industry', was formally opened on January 12 by Sir Patrick Dean, British Ambassador in Washington, who congratulated the Federation on its impressive export record and its energetic salesmanship. After viewing the stand he toured the show, stopping to talk to other exhibitors of British products, in particular the American subsidiaries of Perkins Engines and Kelvin-Hughes.

One of the highlights of the show was the presentation of the annual award of the National Marine Electronics Association for 'the best single piece of equipment, based on performance and reliability' to the Decca D2 02 marine radar, the first time the award has been given to a foreign company. Mr. Robert Merrian, vice-president of the association. formally presented the award to Sir Edward Lewis, chairman of Decca Ltd., at a brief ceremony on the British stand on January 18.

There was a constant flow of visitors, both trade and public, throughout the show, and they showed great interest in British products. The exhibitors reported that total orders actually taken at the show, or in the process of being finalized, amounted to $250,000 at retail prices; the Federation executives had set a target of $1,000,000 additional business in 1966, as a result of the group exhibit at the show, and consider that prospects of achieving this figure are excellent. In addition Perkins Engines reported retail sales of nearly $600,000, a very substantial increase on last year's figure of $360,000.

Particular interest was shown in the Tempest, the new two-man Olympic class keel boat designed by Ian Proctor and built by W. Richardson & Co., which was recently approved by the International Yacht Racing Union after it had won eight out of nine trial races. Mr. Proctor was in New York during the show, and was constantly surrounded by yachting enthusiasts. The Signet, a 12½ foot sailing dinghy, also designed by Mr. Proctor, was being shown in kit form by Signet Marine Kits Associates, the United States agent, and he took the opportunity to present the Designers Award for the champion Signet skipper of 1965, which was accepted by Mr. Robert Obrig, secretary of the United States Signet Class Association.

It is impossible to mention all the other exhibitors, but all were gratified with the results of the show, and were already talking about the possibility of returning next year to follow up the contacts they made this time.

Sir Patrick Dean (third right), HM Ambassador, Washington, seen chatting with one of the exhibitors at the New York Boat Show. He is accompanied by Mr. T. A. Webb, chief executive, SBBNF (left), and Mr. A. R. Moody, president-elect, SBBNF (second right).

British industrial fair in Mexico in October

BRITISH INDUSTRY is to make an all-out effort to capture a larger share of one of the most rapidly expanding markets in the world. Mexico, with a growth rate of 10 per cent a year in its national income, is a lucrative market and industrialists have been quick to stake a place in the British Industrial Fair, to be organized by British Overseas Fairs Ltd. in Mexico City from October 19 to 30.

Because of the demand on space the organizers have taken an option on an extra area at the Auditorio Nacional, the principal exhibition hall close to the city centre. At the same time is has been decided to expand the Fair to cover the whole range of capital and producer goods. But with consumer goods produced by local industry heavily protected by high duties and import licences, it will remain a trade fair, not for the general public, but aimed directly at buyers.

The Mexican market, right on the doorstep of the United States, is not an easy one to enter. British exports during the first eleven months of 1965 amounted to £17,200,000 – practically as much as for the whole of 1964, which itself was an increase of 23 per cent on the year before. Even so Britain has slipped from second place behind the United States – which accounts for nearly two-thirds of all Mexico's imports – to fourth behind Germany and Canada, with Japan catching up fast.

A large part of the trade fair will be taken up by the machine tool industry, which is showing for the first time in Mexico a cross section of low cost and expensive equipment from lathes to grinding and milling machines. Other machines on display will range from agricultural machinery and optical inspection equipment to electronic instruments, telecommunication equipment and shoe-making machinery.

£446,000 orders for Britain's boats

MR. TOM WEBB, chief executive of the Ship and Boat Builders' National Federation, who returned from the United States on January 25 after managing the British Boat Builders' stand at the New York Boat Show, said: 'Firm orders taken for our products at the show are estimated at £446,000, which exceeds our total exports for 1964 – the figure for 1965 has not yet been calculated.

'There was great interest at the show in the British exhibits and all 18 companies who took part in our venture did good business. What a welcome change it was to have our products on display instead of just having to tell people about them.

'We are hoping our sales to the United States this year will reach £1 million and next year we intend to go back and improve on that. If we succeed in capturing 1 per cent of the American market, which would not upset their home industry, this would represent several million pounds worth of exports for British boat builders.'

Mr. Alan Moody, president-elect of the Ship and Boat Builders' National Federation accompanied Mr. Webb on the visit to the United States and worked on the British stand with him.

Lessons learned at Belgian leather goods show

A report from the Commercial Department, British Embassy at Brussels

TO EXPORT products such as many types of leathergoods, where ultimately the customer's choice will depend more on his individual taste than on price or quality, it is absolutely essential to be able to adapt your styles to the whims and fancies of the market. This was the lesson that emerged most clearly of all from the experience of the British firms who participated in the Belgian leathergoods show, the *Salon de la Maroquinerie* held in Brussels from January 9-13.

One Belgian firm showing the products of a well-known British manufacturer of travel goods found they did not take a single order for an article which was their principal's best selling line in England. Yet this product varied in only minor details from the one which aroused most interest on the stand – and which significantly enough was a line which the British firm had found they could not sell on the home market.

A number of British firms were represented on the stands of their Belgian agents. Four others participated in their own names, sharing a joint stand organized by the National Leather Goods and Saddlery Manufacturers Association in co-operation with the Board of Trade, and they too discovered that the amount of their success depended on the amount of flexibility they could show in meeting their customers' requirements.

One of the most successful of the exhibitors was a firm whose whole production was geared to suiting the different tastes of individual markets. With four-fifths of their production going overseas to a wide variety of markets they were well able to show the necessary flexibility and they found at the end of the show that they had taken firm orders worth several thousand pounds; more important, they had established contacts which, if properly followed up, should lead to continuing business at an even higher level.

At the other end of the scale, a firm who were only exporting a tiny fraction of their production found that it was impossible to offer, at competitive prices, anything except their English models. At the end of the fair, they went home almost empty-handed.

The exhibition is not a large one, though it has been expanding steadily and has the advantage of being the only one of its kind in Belgium. This year there were about 120 exhibitors, over a quarter of them from outside Belgium. Competition in the Belgian market is very strong and it soon became obvious that the simple fact of being present at the exhibition was by no means a guarantee of doing worthwhile business. Because of the uncertainty caused by impending tax changes in Belgium at the end of 1965 there had been less spending than usual and buyers were cautious.

1966 - a successful year for furniture exports?

'IF THE RECENT expansion in exports can be kept up, then 1966 should be another successful year for the furniture industry,' said Mr. George Darling, Minister of State, Board of Trade, when he opened the Furniture Show at Earls Court, London, on January 31.

Stressing the importance of exports, the furniture industry's response to the national need for more overseas trade, and the help given to firms in the industry by the British Furniture Manufacturers' Export Club – formed about a year ago – the Minister said: 'Exporting is not easy. The firms that are selling overseas know the increasing competition they have to meet and the transport difficulties and tariff burdens they have to overcome to keep their overseas sales on an upward trend. . . . The present designers are clearly putting British furniture in the forefront of the world's markets.

Paying tribute to the excellent designs of furniture, the Minister commended the industry for its collective activities – the work of the Furniture Development Council and the Research Association in encouraging the introduction of new methods of production and the use of new materials – and the collective displays at Overseas Fairs arranged under the Board of Trade's Joint Venture scheme and organized by BFM exhibitors. The Minister also referred to the Protection of Consumers (Trade Description) Bill, published recently, designed to safeguard consumers from dishonest and misleading trade descriptions. He said that the Bill would benefit all reputable traders by curbing the activities of the dishonest minority. He hoped that during the exhibition – it closes today (February 4) – the renewal of business contacts and the making of new contacts, and new customers, especially from overseas, would prove beneficial to exhibitors and buyers alike.

DISPLAYS AT THE DESIGN CENTRE

Fifty-one souvenirs, selected from 227 entries, gained awards in the 1965 British Souvenirs competition – launched in February 1965 to stimulate the production of better-designed souvenirs – sponsored by the Council of Industrial Design in association with the British Travel Association. The winning souvenirs are being displayed at the Design Centre until February 12.

HE Dr. Trhlik, the Czechoslovak Ambassador in London (right) is seen here on January 18 looking at displays in 'Made for Men', an exhibition of British menswear at the Design Centre organized by the Council of Industrial Design and the Central Office of Information. Dr. Trhlik was accompanied during his visit to the exhibition by Mr. Michael Tree, head of the Information Division, CoID (left), and Mr. Paul Reilly, Director of CoID (centre).

Changes in the Programme of United Kingdom Trade Fairs and Exhibitions and Overseas Trade Promotions (first published on November 19, 1965)

The next full supplement will be published on March 4; and the next monthly list of amendments on April 1.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE – SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Mr. R. R. Mackay, Ext. 3070).

WESTERN EUROPE – 1966

Amendments:

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – February 25-March 6, 1966.

An information stand manned by representatives of BEAMA Industrial Control and Electronics Division and the British Embassy, Copenhagen.
(Miss M. S. Jones, Ext. 2788).

GOTHENBURG: INTERNATIONAL TEXTILE EXHIBITION OF SPORTS AND LEISURE WEAR – March 12-20, 1966.

A joint venture with the Harris Tweed Association (7 firms).
(Miss M. S. Jones, Ext. 2788).

STOCKHOLM: STORE PROMOTION BY AHLEN AND HOLM.

This promotion has been deferred to April 1966.

BRUSSELS: INTERNATIONAL TRADE FAIR – April 29-May 10, 1966.

An information stand manned by representatives of the British Embassy in Brussels.
(Mrs. J. E. Buckley, Ext. 2782).

COPENHAGEN: INTERNATIONAL LEATHER GOODS FAIR – May 6-11, 1966.

Joint ventures with:—

1. National Leather Goods and Saddlery Manufacturers Association (14 firms).
2. British Leather Federation (28 firms).
3. British Footwear Manufacturers Federation (10 firms).

(Miss M. S. Jones, Ext. 2788).

COPENHAGEN: INTERNATIONAL TEXTILE FAIR (NORD-STOF) – May 24-27, 1966.

A joint venture with the Textile Promotion Consultative Committee (24 firms).
(Miss M. S. Jones, Ext. 2788).

JONKOPING (SWEDEN): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR – June 2-12, 1966.

A joint venture with the Rural Industries Bureau and possibly other appropriate Trade Associations. Firms interested in participation should contact their associations. An information office manned by representatives of the British Embassy, Stockholm and the Consulate-General, Gothenburg.
(Miss M. S. Jones, Ext. 2788).

COPENHAGEN: INTERNATIONAL FOOD CONGRESS AND EXHIBITION (AIDA) – June 23-July 3, 1966.

Joint ventures with the Belfast Chamber of Commerce (5 firms) and the Food Manufacturers' Federation (8 firms). Firms interested in participation should contact the Board of Trade.
(Miss M. S. Jones, Ext. 2788).

DORNBIRN (WEST AUSTRIA): STORE PROMOTION BY BERTOLINI AND CO. – September 1966.

This store mounted a successful British store promotion in 1963 and now has firm links with a number of British manufacturers. However, it would welcome inquiries from other manufacturers who can supply goods in the following ranges: women's outer clothing and knitwear for autumn and winter; men's outer clothing for autumn and winter; men's shirts.
(Mr. P. S. E. Hooper, Ext. 2755).

HELSINKI: INTERNATIONAL TRADE FAIR – September 15-25, 1966.

The Board of Trade is prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss M. S. Jones, Ext. 2788).

Additions:

GENOA: INTERNATIONAL FLOWER AND PLANT EXHIBITION (EUROFLORA) – April 30-May 8, 1966.

Joint venture with the Federation of British Horticultural Exporters.
(Mrs. J. E. Buckley, Ext. 2782).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15, 1966.

An information stand manned by representatives of the British Consulate, Valencia.
(Miss M. S. Jones, Ext. 2788).

COPENHAGEN: DISPLAY OF BRITISH CARPETS – May 20-25, 1966.

A joint venture with the Federation of British Carpet Manufacturers (11 firms).
(Miss M. S. Jones, Ext. 2788).

GOTHENBURG: ORTHOPAEDIC SURGERY CONFERENCE – June 1966.

A possible joint venture with the Surgical Instrument, Equipment and Appliance Export Group. Firms interested should contact the Group as soon as possible.
(Miss M. S. Jones, Ext. 2788).

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June 1966.

An information stand manned by representatives of the Hereford Herd Book Society, National Pig Breeders Association, the British Friesian Cattle Society and the British Landrace Pig Society. Animals will be exhibited adjacent to the stand.
(Mr. P. Bailey, Ext. 2781).

BARCELONA: INTERNATIONAL TRADE FAIR – June 1-15, 1966.

An information stand manned by the British Consulate-General, Barcelona, with a display of consumer goods.
(Miss M. S. Jones, Ext. 2788).

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 19-24, 1966.

Joint ventures with the British Pottery Manufacturers' Federation and the Glass Manufacturers' Federation.
(Mr. R. J. Ager, Ext. 2783).

EASTERN EUROPE – 1966

Amendments:

POZNAN: INTERNATIONAL TRADE FAIR – June 12-26, 1966.

The Board of Trade is organizing a British Pavilion. Firms interested in participation should contact the Board immediately.
(Mr. A. Fenton, Ext. 2786).

KIEV: 13TH WORLD'S POULTRY CONGRESS AND EXHIBITION – August 15-28, 1966.

A joint venture with a National Committee set up by the United Kingdom Branch of the World's Poultry Science Association.
(Mr. P. Bailey, Ext. 2781).

BRNO: The Board of Trade have been informed that the International Trade Fair will take place from September 11-20, 1966, and not on the dates shown in the *Board of Trade Journal* of December 3.
(Mr. A. Fenton, Ext. 2786).

CANADA – 1966

Additions:

TORONTO: SUPERMARKET SHOW AND DRUG, VARIETY AND CONFECTIONERY SHOW – October 17-20, 1966.

Possible British Section organized as a joint venture with the Food Manufacturers' Federation, the Cake and Biscuit Alliance, and the Cocoa, Chocolate and Confectionery Alliance.
(Mr. J. M. Stuart, Ext. 2785).

MIDDLE EAST – 1966

Additions:

BEIRUT: THE BRITISH HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – May 5-11, 1966.

The Board of Trade, in conjunction with the Ministry of Health and the British Hospitals Export Council, is staging an exhibition of British Hospital and Medical Equipment at the Phoenicia Hotel, Beirut.
(Miss M. S. Jones, Ext. 2788).

AUSTRALIA – 1966

Additions:

MELBOURNE: INTERNATIONAL TRADE FAIR – March 2-19, 1966.

Joint ventures with Hardware Manufacturers' Association (6 firms) and the British Pottery Manufacturers' Federation (13 firms).
(Miss M. S. Jones, Ext. 2788).

AFRICA – 1966

Additions:

JOHANNESBURG: REPUBLIC FESTIVAL SHOW – March 29-April 11, 1966.

The name of this show has been changed from "the Rand Easter Show" to "the Republic Festival Show" to mark the fifth anniversary of the Republic of South Africa.

The display in the British Pavilion in 1966 will be mounted jointly with the British Electrical and Allied Manufacturers' Association, on the theme of the contribution which has been made to South Africa's industrial development by the British Electrical Manufacturing industry.
(Miss M. S. Jones, Ext. 2788).

ASIA – 1966

Additions:

TIENTSIN: EXHIBITION BY THE SCIENTIFIC INSTRUMENT MANUFACTURERS' ASSOCIATION – September 1966.

The Board of Trade is assisting the Scientific Instrument Manufacturers' Association to stage an exhibition of their equipment.
(Miss M. S. Jones, Ext. 2788).

ISRAEL – 1966

Additions:

TEL AVIV: INTERNATIONAL TRADE FAIR – June 21-July 9, 1966.

The Board of Trade is organizing a British Pavilion at this event on the lines of those at the last two Tel Aviv Fairs.
(Miss M. S. Jones, Ext. 2788).

Amendments and Additions to Classified Lists of EXHIBITIONS AND FAIRS – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc. may be subject to alteration.

The Board of Trade Overseas Trade Fairs Directorate, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1 (Tel. Abbey 7877, Ext. 3557, Germany; Ext. 2782, Luxembourg, Italy, Austria, Switzerland; Ext. 2783, Belgium, Netherlands, France; Ext. 3558, East Europe, Western Hemisphere; Ext. 2788, Scandinavia and rest of the world) (Ext. 3008, United Kingdom) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Amendments – 1966:

GOTHENBURG: Delete item shown as International Trade Fair for Textiles, Textil '66 and insert

GOTHENBURG: TEXTIL '66, INTERNATIONAL TRADE FAIR FOR SPORT AND LEISURE WEAR – March 12-20.

Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9235).

PARIS: The Board of Trade have been informed that the International Textile Fair to be held from May 23-26 has been cancelled.

PARIS: The Board of Trade have been informed that the International China, Glassware and Pottery Exhibition will take place from June 19-24, and not on the dates previously shown in the *Board of Trade Journal*.

BRNO: The Board of Trade have been informed that the International Trade Fair will now take place from September 11-20, and not on the dates shown in the *Board of Trade Journal* of December 3.

PARIS: The Board of Trade have been informed that the International Professional Open Air and Fishing Equipment Exhibition will take place from September 23-26, and not on the dates previously shown in the *Board of Trade Journal*.

LYON: The Board of Trade have been informed that the International Furniture and Furnishing Accessories Exhibition (Meuropam and Pro-Meuropam) will now take place from October 8-11, and not on the dates previously shown in the *Board of Trade Journal*.

Additions – 1966:

BARCELONA: INTERNATIONAL MOTOR SHOW – April 14-24.

Apply, Sr. D. Enrique Localle, Presidente del Comite Organizador, Salon del Automovil, Avda Maria Cristina, Barcelona.

STOCKHOLM: RECREATION '66 EXHIBITION – April 20-May 1.

Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.1. (Tel. Chancery 9011).

LAHTI: (FINLAND) SPRING 1966 EXHIBITION, HOBBY, HOLIDAY AND CAMPING EQUIPMENT.

Apply, Lahden Seudum Yrittajat r.y. (Lahti Region Enterprisers Association) Valtakunnallineu Askartelulictto r.y. (National Leisure Time and Hobbies Federation).

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 19-28.

† Apply, Planten un Blomen Ausstellungspark der Freien und Hansestadt Hamburg, Am Dammtor, 2 Hamburg 36.

STUTTGART: INTERNATIONAL CHEMISTS' AND DRUGGISTS' EXHIBITION (INDROFA) – September 23-27.

Iliffe's Yachting World *stand at the Boat Show incorporated a panel depicting ships' lights, including the new ones for yachts and fishing boats which have just come into force. The panel is to go in the foyer of Trinity House building until it is transferred to the House of Commons, where the Board of Trade will be staging a Safety of Life at Sea exhibition shortly.*

† Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

Additions – 1967:

HANOVER: CONSTRUCTA II – INTERNATIONAL BUILDING EXHIBITION – January 21-29.

Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

NUREMBERG: INTERNATIONAL TOY FAIR – February 12-17.

* Apply, Lep Transport, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 25-March 2.

* Apply, Offenbacher Messe G.m.b.H., Kaiserstrasse 110, 605 Offenbach Am Main, 1.

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 23-26.

* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 25-27.

* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 27-31.

* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1966:

TORONTO: Plastics Show of Canada. This event has been postponed until May 30-June 2, 1967.

Additions – 1966:

TORONTO: MATERIALS HANDLING SHOW – May 2-5.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TORONTO: TRANSPORTATION SHOW – May 2-5.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

MOZAMBIQUE (PORTUGUESE EAST AFRICA): 2ND AGRARIAN, COMMERCIAL AND INDUSTRIAL FAIR July 9-24.

Apply, Director D.A. Comissao, Organizadora DA Facim, Predio Santos Gil 2°-n°.22, PO Box 1761. Phone 3713 Lourenco Marques.

MONTREAL: FALL HARDWARE SHOW – September 12-15.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 10-13.

Apply, Agran Displays Ltd., 15 Trinity Square, London, E.C.3. (Tel. Royal 6666).

TORONTO: DRUG, VARIETY AND CONFECTIONERY SHOW – October 17-20.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TORONTO: SUPERMARKET SHOW – October 17-20.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: 21ST ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBIT – October 24-27.

Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

NEW YORK: NATIONAL HOTEL EXPOSITION – November 7-10.

Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, N.Y. 10019.

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS CONVENTION AND EXPOSITION – December 4-8.

Apply, National Association of Home Builders, 1625 L Street, N.W., Washington, D.C. 20036.

Additions – 1967:

TORONTO: PLASTICS SHOW OF CANADA – May 30-June 2.

Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

(*Continued on next page*)

UNITED KINGDOM TRADE FAIRS AND OVERSEAS TRADE PROMOTIONS, *continued*

WELLINGTON (NEW ZEALAND): THIRD INTERNATIONAL TRADE FAIR – August 17-September 2.
Apply, Secretary (C. W. Halliwell), Wellington Show Association Inc., 7-11 Ghuznee Street, Wellington, N.Z.

MONTREAL: CANADIAN GRAPHIC ARTS SHOW – October 16-20.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Additions – 1966:

LONDON: BIO-MEDICAL EXHIBITION AND SYMPOSIUM – March 28-31. At New Horticultural Hall, S.W.1.
Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: THE OBSERVER MAGAZINE 2ND WILD LIFE EXHIBITION – April 21-May 1. At Alexandra Palace, N.22.
Apply, Trades Exhibitions Ltd., Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: 14TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 25-28. At Piccadilly Hotel.
* Apply, Mr. A. T. Elvy, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON AND PROVINCES: BRITISH FASHION WEEKS (LONDON PRESENTS) – April 11-May 31. LONDON FASHION WEEK – April 25-29.
* Apply, Mr. A. T. Elvy, Apparel and Fashion Industry's Association and British Fashion Export Group, 92 New Cavendish Street, London W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: FIRST OUTSIZE FASHION PROMOTION GROUP EXHIBITION – May 9-12. At Piccadilly Hotel.
Apply, Mr. A. T. Elvy, OFFPEG, 92 New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

MALVERN: THREE COUNTIES SHOW – June 14-16.
* Apply, The Secretary, Three Counties Show, Malvern, Worcs. (Tel. Malvern 2231).

BUILTH WELLS: ROYAL WELSH SHOW – July 19-21.
* Apply, Mr. J. A. George, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Brecknock. (Tel. Builth Wells 3183).

LONDON: THE TELEVISION AND RADIO SHOW – August 22-26. (Trade only). At Earls Court.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

SCARBOROUGH: ASSOCIATION OF PUBLIC HEALTH INSPECTORS EXHIBITION – September 20-23. At the Spa.
Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Chancery 1200).

HARROGATE: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 27-29. At Exhibition Hall.
* Apply, Menswear Association of Britain, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2918).

LONDON: 'SPRING SHOES' EXHIBITION – October 3-6. At Mount Royal Hotel, W.1.
Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W.1. (Tel. Gerrard 5573).

LONDON: INTERNATIONAL CLEAN AIR EXHIBITION – October 4-7. At RHS New Hall, S.W.1.
Apply, Mr. A. Mister, National Society for Clean Air, Field House, Breams Buildings, London, E.C.4. (Tel. Chancery 5038).

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – November 12-19. At Earls Court.
† Apply, British Cycle and Motor Cycle Industries' Association Ltd., Starley House, Eaton Road, Coventry.

LONDON: WHOLESALE BUYERS GIFT FAIR – December 12-15. At Mount Royal Hotel, W.1.
* Apply, Trade Promotion Services Ltd., 185/187 High Road, Chadwell Heath, Essex. (Tel. Goodmayes 0175).

Additions – 1967:

LONDON: PHYSICS EXHIBITION – April 17-20. At Alexandra Palace, N.22.
* Apply, Institute of Physics and Physical Society, 47 Belgrave Square, London, S.W.1. (Tel. Belgravia 6111).

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 17-21. At City Hall.
* Apply, Business Equipment Trades Association, 109 Kingsway, London, W.C.2. (Tel. Holborn 6233).

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 15-20. At Olympia.
† Apply, British Organisers Ltd., 113 Sutton Court, London, W.4. (Tel. Chiswick 3136).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 15-29. At Olympia.
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

Contents

Market Pointers
Market Reports
Calls for Tenders
Export Opportunities
General Notices

Cost

10 guineas per annum (inclusive of postage)

Export Services Branch, Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

THE UNION DISCOUNT COMPANY OF LONDON, LIMITED

ERIC O. FAULKNER, M.B.E. (Chairman)
MARK R. NORMAN, O.B.E. (Deputy Chairman)
The Hon. Sir GEOFFREY C. GIBBS, K.C.M.G.
GERALD J. A. JAMIESON
DAVID JOHN ROBARTS
The Hon. DAVID J. SMITH, C.B.E.
JOHN THOMSON

STATEMENT OF ACCOUNTS AT 31st DECEMBER, 1965

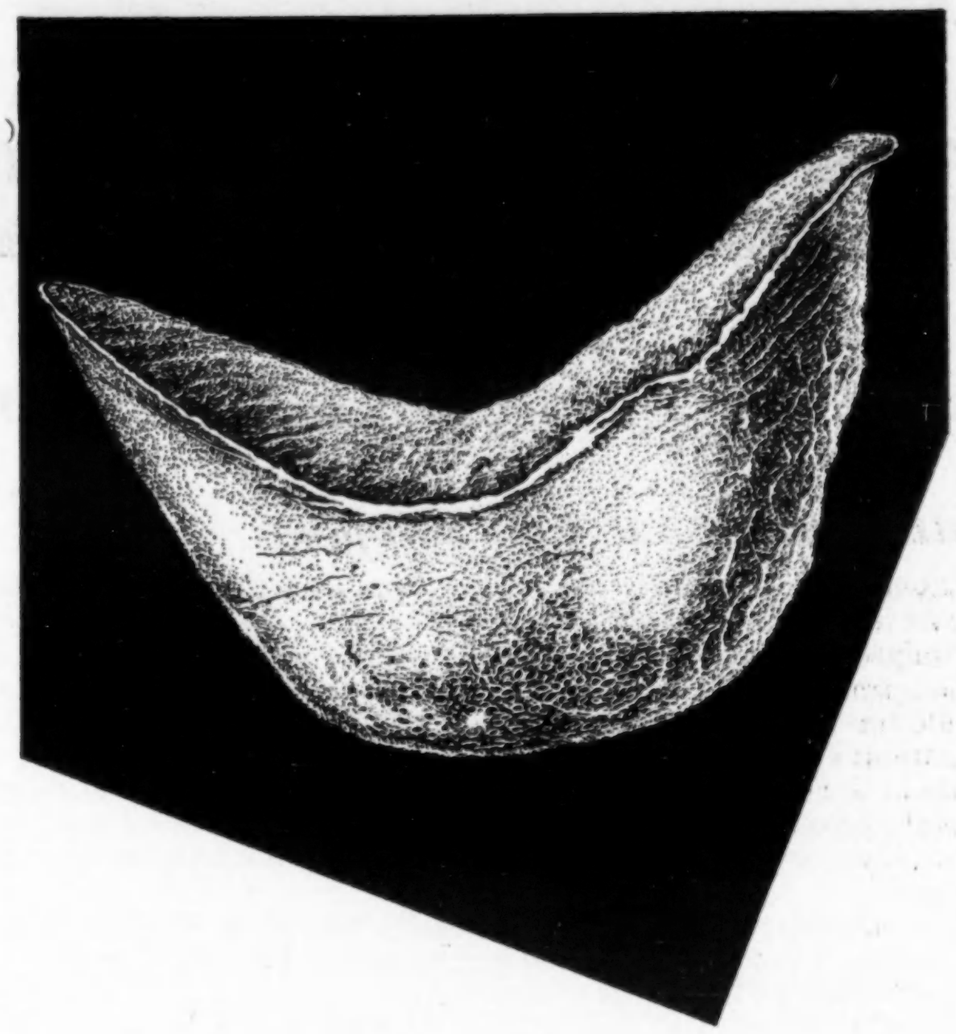
LIABILITIES

	£	£
CAPITAL (in £1 Units of Stock)		
Authorised		10,000,000
Issued		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS:		
Balance carried forward		889,649
		12,389,649
LOANS secured on Assets of the Company	299,995,017	
DEPOSITS, OTHER LIABILITIES AND RESERVE FOR CONTINGENCIES	16,256,011	
DEPOSITS BY SUBSIDIARIES ...	100,107	
PROPOSED FINAL DIVIDEND less Income Tax	275,391	
		316,626,526
		£329,016,175

NOTES:
(1) There is a contingent liability in respect of Bills Re-discounted (excluding Treasury Bills) of £41,594,928 (1964—£37,469,047).
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

CURRENT ASSETS	£	£
CASH AT BANKERS AND IN HAND		6,083,370
BILLS DISCOUNTED less rebate and reserve: ...		
British Government Treasury Bills	111,857,680	
Commercial and Other Bills ...	58,270,079	
		170,127,759
SECURITIES at less than Market Value:		
British Government, Corporation, County and Public Board, Local Authority Bonds, Commonwealth Government and Corporation	132,680,929	
Unquoted:		
British Corporation, County and Public Board Mortgages and Local Authority Bonds	6,449,168	
		139,130,097
LOANS AND AMOUNTS RECEIVABLE		13,424,842
		328,766,068
FIXED ASSETS		
SHARES IN SUBSIDIARIES at cost The net assets of Subsidiaries are represented by Deposits with the Company (per contra).		100,107
FREEHOLD PREMISES, including Furniture and Fittings, at cost less amounts written off		150,000
		£329,016,175

39, CORNHILL, LONDON, E.C.3.



Solid silver "Shoes" were used as a form of currency throughout China until early this century.
Times and Customs change.
Today, trade and finance with the East require the full facilities of great international banking organisations. The Hongkong Bank Group offers such a service and can provide, immediately, the latest information and expert advice on all aspects of trade and finance in these areas.

THE HONGKONG BANK GROUP

THE HONGKONG AND SHANGHAI BANKING CORPORATION
Head Office: Hong Kong
London Office: 9 Gracechurch Street EC3

THE HONGKONG AND SHANGHAI BANKING CORPORATION OF CALIFORNIA
Head Office: 180 Sansome Street San Francisco
212 West Seventh Street Los Angeles

MERCANTILE BANK LIMITED
Head Office: 15 Gracechurch Street London EC3
West End Branch: 123 Pall Mall London SW1

THE BRITISH BANK OF THE MIDDLE EAST
Head Office: 7 King William Street London EC4

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

FOLLOWING negotiations in London arrangements for Anglo-Hungarian trade during the twelve months ending December 31, 1966, were signed in London on January 28, 1966.

The arrangements follow the pattern established last year and provide for the removal of quota restrictions on the import of some agricultural and industrial goods from Hungary. No change has been made in the list of goods which may be imported under World Open General Licence, but a few items have been added to the list of those which may be imported freely from Hungary under Open Individual Licence.

The general prohibitions and restrictions relating to imports from all sources (listed in part 2 of the United Kingdoms Customs and Excise Tariff) will continue to apply.

For the benefit and information of traders the lists relating to imports and exports are reproduced below. Annex A lists the goods which are subject to restrictions on import from Hungary and Annex B lists those restricted goods for which quotas have been established.

Trade with Hungary in recent years has been:—

£ million	1961	1962	1963	1964	1965 Provisional
U.K. imports (c.i.f.)	4·2	4·8	5·8	7·3	6·8
U.K. exports (f.o.b.)	5·6	6·8	7·3	8·6	7·6

ANNEX A: Goods the import of which from Hungary remain subject to specific licence.

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:—

Chapter 2 – (except horsemeat, rabbit, mutton and lamb, chilled or frozen beef and veal and venison and their offals).
Chapter 3 – (except preserved fish, freshwater fish, fresh and frozen sturgeon).
Chapter 4 – (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter).
Chapter 16 – (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal).
Chapter 17 – (except heading 17.04 and sugar of a polarization not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar).
Chapter 65.
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 27.13 (except mineral waxes).
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice.
Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole), toluene and xylenes.
Hides and skins, tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa).
Rubber footwear.
Flat glass 3 mm. nominal thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeons knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors.
Typewriters and parts.
Transistorized radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains).
Aircraft of an all up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches).
Watch parts (other than watch glasses and cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement.
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass Christmas tree ornaments.
Goods as defined in the First Schedule of the United Kingdom Open General Import Licence: Radioactive substances, feathers of birds and articles wholly or partly of feathers, arms and ammunition.

ANNEX B: Hungarian Goods for import into the United Kingdom during the twelve months ending December 31, 1966.

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
1	Cotton piece-goods	250
2	Worsted and woollen piece-goods and made-up articles of wool, excluding apparel	50
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery)	180
4	Piece-goods and made-up goods of linen (excluding apparel):	
	Linen tea towels and tea towelling sq. yds.	200,000
	Other	95
5	Stockings and socks	185
6	Knitwear, including knitted shirts, but excluding stockings and socks	350
7	Textile garments, not elsewhere specified, excluding garments of lace or lace trimmed, of which:	
	(a) Of cotton (of which not more than £175,000 for shirts)	320
	(b) Other	400
8	Man-made staple fibre and continuous filament	225
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand painted canvas, but excluding those lace trimmed or containing lace	35
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding articles of lace or lace trimmed (of which not more than £10,000 for hat hoods and not more than £65,000 for cotton manufactures)	300
11	Gloves (of which not more than £200,000 for leather and fabric gloves)	270
12	Fur bodies (other than of lambskin and sheepskin)	20
13	Rubber footwear	55
14	Enamelled hollow-ware	25
15	Domestic pottery, including porcelain and china, the following:	80
	Peasant pottery	40
	Porcelain-ware	30

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
	Household earthenware	10
16	Toys and games	95
17	Sporting ammunition	25
18	Complete alrm clocks (other than electric)	Units 220,000
19	Electronic valves and tubes and semi-conductors (of which not more than £10,000 for semi-conductors)	150
20	Transistorized radio and television receivers	50
21	Motor bicycles, motor scooters and mopeds (i.e., all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and spare parts (excluding chains)	20
22	Matches	80
23	Bacon . . . Tons	2,380 (a) (e)
24	Canned ham	130 (e)
25	Sausages and canned or fully cooked meat not elsewhere specified:	355 (e)
	Sausages	100
	Poultry	55
	Pigmeat	150
	Other	50
26	Butter . . . Tons	1,720 (b)
27	Cheese	70
28	Apple, blackcurrant and pear juices and syrups (of which not more than £10,000 for apple juice and syrup)	25
29	Fresh fruit, the following: cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries (of which not more more than 500 tons for blackcurrants, raspberries and strawberries taken together) Tons	800 (c)
30	Fresh apples and pears Tons	240 (c)
31	Fresh vegetables, the following: asparagus, green beans, beetroots, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips Tons	600 (c)
32	Onions and shallots (of which not more than 7,000 tons during the period August 1 to November 30) . . . Tons	13,800
33	Dried fruit and vegetables, the following:	460
	Dried fruit, being any of the fruit specified in item 29, and pears and apples	60
	Dried vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31	400
34	Quick frozen fruit, being any of the fruit specified in items 29 and 30 Tons	550 (c)
35	Quick frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes Tons	100 (c)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £50,000 for plums, £12,000 for apples, £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	115
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes	80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons each for raspberry, strawberry and apple and not more than 200 tons for blackcurrant) Tons	500
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	15
40	Vegetables provisionally preserved containing cauliflower or onions	15
41	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry and raspberry taken together 150 tons for blackcurrant and 600 tons for plum) . Tons	1,500
42	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (d)
43	Chilled pigmeat and pigmeat offals	p.m. (e)
44	Poultry	p.m. (e)
45	Game	p.m. (e)

NOTES:
(a) Basic quota for the period April 1, 1966, to March 31, 1967, under the general arrangements for imports of this commodity.
(b) Basic quota for the period April 1, 1965, to March 31, 1966.
(c) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(d) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(e) Imports are subject to compliance with United Kingdom Public Health and/or Animal Health Regulations.

ANNEX C United Kingdom Goods for import into Hungary during the twelve months ending December 31, 1966.

PART I

The Government of Hungary will give general facilities for the import of goods not mentioned in Part II of this list and will give facilities especially for the following types:

Pharmaceuticals, antibiotics and fine chemicals including vanillin.
Resin raw materials (including phenol, phthalic anhydride, maleic anhydride and styrene monomer), synthetic resins (including styrene butadiene), moulding powders, semi-finished materials including materials in sheet or extruded form, and other plastic materials.
Dyestuffs and auxiliary materials for the production of dyes; intermediates for the production of dyes; pigments; liquid gold.
Various other chemicals, including photographic chemicals (including those packed for retail sale), photographic sensitized materials, tin oxide, synthetic rubber, benzoates, fatty alcohols, synthetic and natural waxes, pesticides, anti-knock compounds, oil additives, salicylic acid, nickel compounds, glue and gelatine, rubber compounding chemicals for natural and synthetic rubber, light magnesium carbonate and light magnesium oxide, textile auxiliaries, chlorinated diphenyls, varnishes, special surface coatings, printing inks, ceramic colours and ceramic transfers.
Rubber manufactures including tyres and tubes, covered and uncovered rubber thread.
Leather, leather cloth and table oil baize.
Man-made fibres and yarns thereof.
Veneers.
Various papers, including plastic coated papers, and transparent cellulose film.
Self-adhesive tapes for industrial use.
Platinum and platinum group metals and silver brazing alloys.
Spectrographically standardized substances.
Mineral manufactures, including glass bulbs for electric valves, cathode ray tubes, electric lamps, china and ball clays, asbestos products, thermal insulation materials (85 per cent magnesia or asbestos or calcium silicate, etc.), abrasive grains, cloths and papers, grinding wheels, refractories, crucibles, carbon products, graphite powder and graphite electrodes.
Miscellaneous metal manufactures not elsewhere specified, including chains of all kinds, builders' hardware, cutting tools, handtools, bolts, nuts, rivets and screws, wedge wire and tubular steel furniture.
Lacquer recording blanks.
Telephone, telegraph equipment and communications apparatus.
Electrical wires and cables.
Electric light fittings.
Radio and television equipment of all kinds not elsewhere specified.
Commercial vehicles of all kinds, components and parts.
Railway rolling stock and engineering equipment.
Civil aircraft, aero engines and aircraft equipment.
Engines for vehicles and marine and other internal combustion engines.
Agricultural machinery and tractors.
Machine tools.
Office machinery and electronic data processing machinery.
Complete factories and plant.
Other machinery and equipment and spare parts, including plastics and rubber, working machinery, brush-making machinery, food and packaging machinery, paper making and converting machinery, printing and bookbinding machinery, glass making and glass working machinery, leather working machinery, ships' equipment, textile machinery, construction equipment, cranes and other mechanical handling equipment, gas and chemical machinery, industrial boilers and boiler house plant, tobacco machinery, weighing and testing machinery, cable making machinery, commercial and industrial refrigerators and refrigerating equipment, kerbside petrol pumps, furnace plant and electrical machinery not elsewhere specified.
Medical, surgical, ophthalmic and dental equipment and supplies.
Scientific, industrial and measuring instruments, including engineers' gauges.
Photographic and cinematographic equipment.
Other electronic equipment not elsewhere specified.
Portable power tools.
Films, exposed.
Iron and steel and non-ferrous metals, and semi-manufactures thereof.

ANNEX C
PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	30
2	Miscellaneous food and agricultural products, including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other diary products (including nisin), biscuits, quick frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	70
3	Chemical products, the following:	75
	Medicines for retail sale	50
	Paints (for internal and external decoration, etc.), varnishes and artists' colours	25
4	Yarns excluding man-made fibre yarns, but including non-tarnishing metallic yarns of all kinds	25
5	Wool cloth	150
6	Cotton and man-made fibre piece-goods, including tyre fabrics, tapes and light webbings	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified, including domestic hollow-ware, cutlery, pressure cookers, razors and razor blades, non-ndustrial liquid fuelled heating and cooking apparatus and sewing machines and parts	75
9	Miscellaneous equipment, the following:	95
	Radio and television sets, radiograms, sound producing equipment and parts thereof	90
	Magnetic recording tape or film	5
10	Motor cars, motorcycles and cycles, components and parts	60
11	Clothing and footwear, including furs and imitation furs	100
	Woven clothing and knitwear	65
	Furs (including imitation furs)	25
	Footwear of all types	10
12	Books, periodicals and music	100
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches, and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, mechanical lighters, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressing for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts	150

TRADE AND FINANCIAL ARRANGEMENTS, *continued*

United Kingdom–Canada Double Taxation Agreement

THE Double Taxation Agreement with Canada which was signed on December 6, 1965, was published on January 25, as a Schedule to a draft Order in Council.

Greece and UAR (Egypt)

AN ADDITIONAL PROTOCOL to the Trade Agreement of May 1953 between Greece and the United Arab Republic, covering the year January 1 to December 31, 1966, was signed in Athens on November 16, 1965.

The protocol provides for exports to the United Arab Republic of 3,000 metric tons of tobacco, 1,000 metric tons of olives, 3,000 metric tons of sulphur, chemical products worth US$120,000, colophony worth US$100,000, pharmaceutical products worth US$50,000, mastic worth US$50,000, and various other products.

It has been reported in the Greek press that exports to Greece from the United Arab Republic will include 400,000 meric tons of fuel oil, 100,000 metric tons of petrol or diesel oil, 20,000-25,000 metric tons of molasses, 5,000-10,000 tons of unhusked rice and textile fabrics to the value of US$150,000.

The lists of products laid down in the protocol are not intended to be restrictive and the competent authorities of the two countries will treat sympathetically requests for the import and export of goods outside the quantities stated in the protocol or for goods not mentioned therein.

The text (in French) of this notice may be seen at the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Sudan and India

A TRADE AGREEMENT between the Sudan and India was signed on October 22, 1965, and a further agreement on financial arrangements was signed on November 25, 1965.

Full details are not available but it is understood that India has agreed to buy Sudanese produce as follows:

	£
Cotton	7,700,000
Gum arabic	250,000
Dom nuts	10,000
Heavy hides and skins	30,000
Miscellaneous	10,000

Sudan is believed to be buying:

	£
Tea	2,628,500
Cotton piece-goods	2,062,500
Jute	2,265,000
Spices	165,000
Wood and cork	15,000
Essential oils	129,000

Italy and Portugal

THE TRADE AGREEMENT between Italy and Portugal signed March 4, 1961, has been extended for a further year from January 1, 1966, unless denounced by either party on three months' notice.

Lists of goods (which are similar to those in the original agreement) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450), quoting reference CRE 2049G.

Renewal of Benelux trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 1 of January 5, 1966, summarizes the position of the Benelux trade agreements as at **January 1, 1966.**

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition, the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1965–March 31, 1966
Czechoslovakia	April 1, 1963–March 31, 1966
Denmark	December 1, 1965–November 30, 1966
Israel	September 1, 1965–August 31, 1966
Japan	Entered into force permanently on April 10, 1962
Morocco	July 1, 1965–June 30 ,1966
Norway	May 1, 1965–April 30, 1966
Portugal	October 1, 1965–September 30, 1966
Rumania	October 1, 1965–September 30, 1966
Spain	April 15, 1965–April 14, 1966
Sweden	March 1, 1965–February 28, 1966
Switzerland	April 1, 1965–March 31,1966
Tunisia	April 1, 1965–March 31, 1966
Yugoslavia	July 1, 1965–June 30, 1966

Imports from Poland, USSR, and East Germany

POLAND

THE BOARD OF TRADE have announced in Notice to Importers No. 1138 dated January 29 that the licensing arrangements for imports from Poland are being continued on broadly the same basis as hitherto for a 12-month period running to December 31. Full details of import quotas in connection with these arrangements were given in the *Board of Trade Journal* of December 31, page 1570.

USSR

Notice to Importers No. 1139 dated January 29, stated that the licensing arrangements for imports from the USSR are being continued on broadly the same basis as hitherto for the 12-month period expiring on December 31, 1966. Full details of import quotas in connection with these arrangements were given in the *Board of Trade Journal* of December 24, 1965, page 1524.

EAST GERMANY

Notice to Importers No. 1140, dated January 29, stated that agreement has been reached between the Confederation of British Industry and the East German Chamber of Foreign Trade. Arrangements relating to trade between the United Kingdom and East Germany in 1966 will be similar to those for 1965. Full details of import quotas in connection with these arrangements were given in the *Board of Trade Journal*, of December 31, 1965, page 1572.

Exporting to Malaysia and Singapore

THE *Export Service Bulletin* of February 7 will include a supplement containing reports on the sales prospects in Malaysia and Singapore for consumer goods, foundation garments, pharmaceutical products, selected foodstuffs, toys and games, veterinary medicaments as well as reports on the timber industry and the Malaysia Five Year Plan.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

British commercial representatives overseas

THE FOLLOWING amendments should be made to the list of British commercial representatives overseas published in the *Board of Trade Journal* of November 26, 1965:

ALGERIA:	*Delete* entry and *substitute* Mr. R. C. Robinson, The Swiss Embassy, British Interests Section, 7 Chemin des Glycines, Edifice Cassiopée, Bâtiment B, ALGIERS. (Tel. 60.56.01-04).
PHILIPPINES:	*Delete* '9th Floor, L & S Building, 1414 Roxas Boulevard' and *insert* '1414 Roxas Boulevard (8th Floor)'.
SUDAN:	*Delete* entry and *substitute* Mr. R. W. Munro, The Embassy of the United States, British Interests Section, PO Box 801, New Aboulela Building, Bardaman Avenue, KHARTOUM. ('Prodrome, Khartoum'). (Tel. 70760, 70766/9).
UNITED ARAB REPUBLIC:	*Delete* entry and *substitute* Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850).
MALAYSIA	
– Kuala Lumpur	In both entries, *delete* 'Uktradcom' from the telegraphic address and *insert* 'UKREP'.
– Kuching	*Insert* telegraphic address, (UKREP, Kuching).
– Jesselton	*Delete* 'Britradcom' from telegraphic address and *insert* 'UKREP'.
SINGAPORE:	*Delete* 'Britracom' from telegraphic address and *insert* 'UKREP'.
IRISH REPUBLIC:	*Delete* 'Dubcom' from telegraphic address and *insert* 'UKREP'.
MEXICO:	*Delete* Telex number '29-017894' and *insert* '29-0177894'.

TRADE WITH JAPAN

The Japanese Chamber of Commerce in London are pleased to supply information, as regards:

Sales Agents
Suppliers
Trading Conditions
Formalities
Avoidance of Difficulties

Enquiries to:

The Japanese Chamber of Commerce in London
c/o MITSUI & CO. LTD.,
Bucklersbury House, 83 Cannon Street,
London, E.C.4.
Telephone: CITy 6454 Extension 17

Are you a business man bound for **Australia or New Zealand?**

Then you must take with you copies of Australia and New Zealand Bank's pocket-sized companion booklets. These handy guides contain all the pertinent information you will need for your visit.

★ **Coloured maps of main cities and useful addresses.**
★ **Hotel tariffs and tipping.**
★ **Car hire and fares.**
★ **Customs and Exchange Control regulations.**
★ **Business framework and taxation.**
★ **Climate and entertainment.**

These Booklets are issued free to all men of business. Get *your* copies today.

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL LONDON EC3 TEL: AVEnue 1281
Over 1,100 branches and agencies

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

An unusual 24 ft. decorative lighting reflector in stainless steel pictured at the Wandsworth foundries of J. Starkie Gardner Ltd., architectural metalworkers, prior to despatch. This reflector, the first of 18, has been designed as part of the ceiling decor for the main terminal building at Doha Airport on the Persian Gulf.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ALGERIA

(17/66) Refuse Composting Plant for Bureau d'Etudes et de Realizations Industrielles. May 15. E.S.B. 2888/66.

ANGOLA

(19/66) Metal Sections for Autonomous Highway Board. February 16. Tender documents (in Portuguese) available. E.S.B. 2963/66.*

Municipality of Luanda:

(16/66) Buses. March 15. E.S.B. 2825/66.*

(17/66) Buses. March 15. E.S.B. 2824/66.*

ARGENTINA

Argentine Railways:

(16/66) Railway Electrification. April 1. E.S.B. 2830/66.

(16/66) Electronic Computers and Accessories. March 1. E.S.B. 2829/66.

AUSTRALIA

(19/66) Power Station Control Equipment for Capricornia Regional Electricity Board. March 16. E.S.B. 2976/66.

Electricity Commission of New South Wales:

(18/66) Power Station Equipment. March 7. E.S.B. 2940/66.*

(18/66) Power Transformers. March 28. E.S.B. 2942/66.*

(18/66) Transformers. March 14. E.S.B. 2951/66.*

Snowy Mountains Hydro-Electric Authority:

(19/66) Pumps. (Further Information.) Closing date postponed to May 4, and capacity of pumps increased. E.S.B. 41090/65.*

(19/66) Water Turbines. (Further Information.) Closing date postponed to May 4. Amendments to specification. E.S.B. 41087/65.*

(19/66) Power Generators. (Further Information.) Closing date postponed to May 4. Amendments to specifications. E.S.B. 41089/65.*

(17/66) Cranes for South Australian Harbour Board. (Further Information.) Closing date postponed to February 28. E.S.B. 37655/65.

(19/66) Circuit Breakers for the Southern Electric Authority. February 22. E.S.B. 3600/66.

State Electricity Commission of Victoria:

(18/66) Carrier Terminal Equipment. February 28. E.S.B. 2937/66.*

(18/66) Insulators. February 21. E.S.B. 2935/66.*

(17/66) Milling Machine for State Stores Board (Queensland). February 28. E.S.B. 2889/66.*

(15/66) Locomotives for Western Australia Government Tender Board. March 3. E.S.B. 2694/66.*

BURMA

Defence Department:

(15/66) Contractors Plant and Vehicles. February 20. E.S.B. 2652/66.*

(15/66) Military Stores and Clothing. February 28. E.S.B. 2658/66.*

(19/66) Surveying Instruments for Electricity Supply Board. March 10. E.S.B. 3707/66.*

(19/66) Metal Pans for People's Pearl and Fishing Board. February 28. E.S.B. 3000/66.*

People's Stores Corporation:

(19/66) Vehicle Spare Parts. February 18. E.S.B. 2997/66.*

(19/66) Vehicle Spare Parts. February 21. E.S.B. 3702/66.

(19/66) Vehicle Spare Parts. February 17. E.S.B. 3708/66.*

Trade Corporation:

(17/66) Hard and Soft Board. February 18. E.S.B. 2839/66.*

(17/66) Roofing Felt. February 16. E.S.B. 2838/66.*

(19/66) Switches. February 21. E.S.B. 2958/66.*

(19/66) Caustic Soda. February 21. E.S.B. 3703/66.*

Union of Burma Railway Board:

(19/66) Diesel Trucks. March 23. E.S.B. 3701/66.*

(19/66) Rubberized Cloth. February 23. E.S.B. 2998/66.*

(19/66) Electrical Accessories. March 23. E.S.B. 2999/66.*

CEYLON

(18/66) Aircraft Starters for Air Ceylon Ltd. February 20. E.S.B. 2925/66.

(18/66) Gypsum for Ceylon Cement Corporation. March 1. E.S.B. 2924/66.

(18/66) Marine Diesel Engine and Auxiliary Equipment for Ceylon Fisheries Corporation. February 25. E.S.B. 2926/66.*

(18/66) Drugs and Equipment for Colombo Municipal Council. (Further Information.) Tender documents now available. E.S.B. 2624/66.*

(18/66) Cans for Ministry of Agriculture and Food. March 16. E.S.B. 2922/66.*

(19/66) Syringes and Needles for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 1010/66.*

(18/66) Hospital Bed Lift for Ministry of Land, Irrigation and Power. March 15. E.S.B. 2923/66.

COLOMBIA

Central Hydroelectrica de Caldar (Chec):

(19/66) Hydromechanical Equipment for Hydroelectric Project. (Further Information.) Tender documents now available. E.S.B. 2435/66.*

(19/66) Electro-Mechanical Equipment for Hydro-Electric Project. (Further Information.) Tender documents now available. E.S.B. 2436/66.*

Instituto Nacional de Fomento Municipal:

(19/66) Cement Pipes and Couplings. February 28. E.S.B. 2971/66.*

No. 9 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

Road Haulage · Packing Documentation Shipping & Forwarding · Air Freight

TIME IS MONEY . . .

and although money cannot buy time, it can save time by the employment of experts to deal with specialised problems. Transilloyd Overseas Limited can cut the cost in both time and money of the transportation of your exports, whatever their nature, thereby making them more competitive in the valuable overseas markets. Our knowledge, experience and resources enable us to determine the best method of packing, to complete the documentation and to use the most efficient means of transportation, by land, sea or air, for a particular consignment. This comprehensive service can take a load off your shoulders and save a good proportion of your "do-it-yourself" costs. *For expert export and import . . . consult*

TRANSLLOYD OVERSEAS LIMITED

Head Office: 20 PRINCESS STREET · MANCHESTER 1 *Telephone:* CENtral 4400

also in LONDON, LIVERPOOL and SOUTHAMPTON

Member of the Transportation Division of the Lloyd's Packing Warehouses Group of Companies

(19/66) Water Treatment Equipment. February 21. E.S.B. 2966/66.*
(19/66) Water Valves. February 17. E.S.B. 2967/66.*

COSTA RICA

(19/66) Water Treatment Plant for El Consejo Nacional de Produccion. March 1. Tender documents in Spanish available. E.S.B. 2987/66.*
(19/66) Testing Instruments for El Instituto Costarricense de Electricidad. February 22. Tender documents (in Spanish) available. E.S.B. 3709/66.*

CYPRUS

(17/66) Laboratory Equipment for Ministry of Health. February 19. E.S.B. 2842/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(18/66) Pitch Pine. March 19. E.S.B. 2932/66.
(18/66) Diesel Cranes and Trucks. February 28. E.S.B. 2953/66.
(18/66) Steel. February 19. E.S.B. 2930/66.
(18/66) Various Tools. February 19. E.S.B. 2929/66.
(18/66) Wooden Sleepers. March 26. E.S.B. 2933/66.
(18/66) Ferrous Alloys. March 2. E.S.B. 2954/66.
(18/66) Seat Springs. February 28. E.S.B. 2931/66.

FORMOSA

Central Trust of China:
(20/66) Roller Lifts. February 24. E.S.B. 3747/66.*
(20/66) Boiler Tubes. February 21. E.S.B. 3737/66.*
(20/66) Portable Telephone Sets. February 21. E.S.B. 3738/66.*
(20/66) Ventilators. February 25. E.S.B. 3755/66.*
(20/66) M. S. Steel. February 19. E.S.B. 3732/66.*
(20/66) Methyl Bromide. February 19. E.S.B. 3734/66.*
(20/66) Grinding Machine. February 22. E.S.B. 3741/66.*
(20/66) Boiler Tubes for Locomotive. February 21. E.S.B. 3742/66.*
(20/66) Paper Seasoning Machine. February 24. E.S.B. 3743/66.*
(20/66) Rice Boiling Machine. February 25. E.S.B. 3746/66.*
(20/66) Valves. March 2. E.S.B. 3749/66.*
(20/66) Edge Folding Machine. February 19. E.S.B. 3740/66.*

GERMANY (FEDERAL REPUBLIC OF)

Fourth Allied and Tactical Air Force:
(17/66) Vehicles. February 28. E.S.B. 2835/66.*
(17/66) Pick-Up Trucks. February 28. E.S.B. 2836/66.*

GREECE

(18/66) Cranes for Free Zone and Port of Thessaloniki. Closing date postponed to March 7. E.S.B. 42269/65.*

HONG KONG

(18/66) Gate Valves for Stores Department. February 18. E.S.B. 2539/66.*

INDIA

(19/66) Distribution Transformers for Delhi Electric Supply Undertaking. February 18. E.S.B. 2994/66.
Directorate General of Supplies and Disposals:
(19/66) Moulding Machines. February 16. E.S.B. 2992/66.*
(19/66) Glass Blowing Lathe. February 17. E.S.B. 2993/66.*
(19/66) Elevators for Nagarjunasagar Dam. February 16. E.S.B. 2970/66.
(18/66) Radio Relay System for The Western Railway. (Further Information.) Closing date extended to February 28. E.S.B. 28745/65.*

IRAN

Iranian State Railways:
(17/66) Cable. March 28. E.S.B. 2846/66.*
(17/66) Telephone Equipment. March 12. E.S.B. 2847/66.*
(17/66) Telegraph Equipment for Ministry of Posts, Telegraphs and Telephones. February 27. E.S.B. 2845/66.*

IRAQ

Central Foreign Purchasing Board:
(17/66) Iron Bars. (Further Information.) Tender documents now available. E.S.B. 46707/65.*
(18/66) Meteorological Instruments. (Further Information.) Tender documents now available. E.S.B. 1331/66.*
(19/66) Power Lines Installation for Directorate-General of Planning and Design. March 29. E.S.B. 3716/66.
(17/66) Permanent Way Materials for Directorate General of Railway Services. (Further Information.) Tender documents now available. E.S.B. 1333/66.*

A Dunlop Dracone of the type ordered by the Zambian Government for the carrying of fuel oils and industrial effluents by sea and inland waterways. Dracones are made of tough nylon and synthetic rubbers.

(18/66) Tinplate for Government Oil Refineries Administration. Closing date not known. (Advance Information.) E.S.B. 2920/66.
(17/66) Paper for Iraqi Cement Co. February 17. E.S.B. 2903/66.
(17/66) Metal Cylinders and Tanks for Iraqi Ports Administration. February 17. E.S.B. 2900/66.
Ministry of Defence:
(16/66) Portable Loudspeakers. (Further Information.) E.S.B. 2204/66.*
(16/66) Blades for Cutting Machine. (Further Information.) E.S.B. 2205/66.*
(18/66) H. F. Direction Finding Stations. March 5. E.S.B. 2891/66.*
(18/66) Rock Anchorage. March 1. E.S.B. 2892/66.
(17/66) Radio Transmitters for Ministry of Finance. March 13. E.S.B. 2890/66.*
(18/66) Natural Gas Pipeline for Ministry of Industry. March 31. E.S.B. 2905/66.
Ministry of Municipal and Rural Affairs:
(17/66) Bleaching Powder. February 22. E.S.B. 2893/66.
(17/66) Liquid Chlorine. February 22. E.S.B. 2894/66.
(17/66) Water Supply Scheme. April 12. E.S.B. 2895/66.
(17/66) Sulphate of Alumina. (Further Information.) Tender documents now available. E.S.B. 2212/66.*
(17/66) Cable (Further Information.) Tender documents now available. E.S.B. 2213/66.*
(17/66) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 1023/66.*
(19/66) Distribution Line Equipment. March 29. E.S.B. 3717/66.
(19/66) Water Supply Scheme. April 12. E.S.B. 3715/66.
(17/66) Switchboard for Posts, Telegraphs and Telephones Administration. March 15. E.S.B. 2897/66.

IRISH REPUBLIC

(17/66) Fluoridation Plant for Longford County Council. March 3. E.S.B. 2834/66.

JORDAN

(20/66) Caustic Soda for Jordan Petroleum Refinery Co. February 28. E.S.B. 3722/66.*
(18/66) M. S. Plates for East African Railways and Harbours. Apply by February 26. E.S.B. 2969/66.

KUWAIT

(18/66) Water Tank for Central Tenders Committee. February 27. E.S.B. 2919/66.*
(18/66) Workshop Equipment for Ministry of Electricity and Water. February 22. E.S.B. 2918/66.*

LIBYA

Central Tenders Board:
(17/66) Well Drilling: Cable Extension. February 28. E.S.B. 2817/66.
(17/66) Constructional Work. February 28. E.S.B. 2813/66.
(17/66) Construction of Schools and Houses. February 16. E.S.B. 2821/66.
(17/66) Hospital Trolleys for Ministry of Public Health. February 23. E.S.B. 2822/66.
Public Works Department:
(16/66) Constructional Work. March 7. E.S.B. 2815/66.
(16/66) House Construction. February 28. E.S.B. 2818/66.
(17/66) Construction of Mosques. March 7. E.S.B. 2816/66.
(17/66) Constructional Work. February 28. E.S.B. 2814/66.

MALTA

(15/66) Pharmaceuticals for The Director of Contracts, Valetta. February 23. E.S.B. 2695/66.*
(19/66) Parana Pine Boards for The Treasury, Valetta. March 2. E.S.B. 2975/66.*

NETHERLANDS

(19/66) Road Surfacing Project for Directorate of Waterways. March 1. E.S.B. 2985/66.

NEW ZEALAND

(17/66) Thrust Borers for General Post Office. February 18. E.S.B. 2833/66.*

PAKISTAN

(18/66) Locomotive for Kohat Cements Ltd. February 28. E.S.B. 3429/66.*
Western Railway:
(19/66) Paint Brushes. February 17. E.S.B. 2980/66.
(19/66) Springs. February 19. E.S.B. 2978/66.*

SAUDI ARABIA

(20/66) School Furniture for Ministry of Education. March 1. E.S.B. 3731/66.

SINGAPORE

(17/66) Equipment for Garbage Composting Plant for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 2606/66.*
(18/66) Ferrules for Public Utilities Board. March 1. E.S.B. 2863/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(18/66) X-ray Machine and Accessories. February 22. E.S.B. 2907/66.*
(18/66) Medicaments. February 25. E.S.B. 2910/66.*
(18/66) Nainsook. February 18. E.S.B. 2912/66.*
(18/66) Operating Table and Accessories. February 22. E.S.B. 2908/66.*
(18/66) Laundry Equipment. March 1. E.S.B. 2913/66.*
(18/66) Conveyor System. March 4. Tender documents now available. E.S.B. 2914/66.*
(18/66) Cooking Oil. February 25. E.S.B. 2915/66.*
(18/66) Paint. February 25. Tender documents now available. E.S.B. 2916/66.*
(18/66) Wrapping Cane. February 18. E.S.B. 2911/66.*
(18/66) Switchgear for City of Bolemfontein. February 25. E.S.B. 2861/66.*
(19/66) Fork Lift Trucks for South African Railways. February 25. E.S.B. 2949/66.*
State Tender Board:
(17/66) Metering Nozzles. February 17. E.S.B. 2884/66.*
(17/66) Pumping Plant. February 17. E.S.B. 2882/66.*
(17/66) Laminated Sheet. February 18. E.S.B. 2852/66.*
(17/66) Valves and Covers. February 17. E.S.B. 2848/66.*
(17/66) Water Demineralizing Plants. February 18. E.S.B. 2853/66.*
(17/66) Air Compressor. February. 17. E.S.B. 2881/66.*
(18/66) Food Mixer. February 17. E.S.B. 3324/66.*

PACKERS FOR EXPORTS

Machinery • Tractors • Gleaners • Cars • Spares
Makers of Pallets, Stillages, Boxes, Crates, Cable Drums
ANYTHING IN WOOD
HOLLIS BROS. LTD., ULVERSCROFT ROAD, LEICESTER. Tel: 50432

(18/66) Printing and Developing Machine. February 17. E.S.B. 3326/66.*
(18/66) Electric Motors. February 17. E.S.B. 3325/66.*
(18/66) Drilling Machines. February 16. E.S.B. 2880/66.*
(18/66) Syringe Needles. February 16. E.S.B. 2858/66.*
(18/66) Balance. February 17. E.S.B. 2860/66.*
(18/66) Arc Welding Plant. February 16. E.S.B. 2864/66.*
(18/66) Grinders. February 17. E.S.B. 2873/66.*
(18/66) Plastic Dishes; Jar Caps. February 16. E.S.B. 2859/66.*
(18/66) Tractor and Mower. February 17. E.S.B. 2856/66.*
(18/66) Pumps. February 17. E.S.B. 2850/66.*

Transvaal Provincial Tender Board:
(17/66) Pharmaceuticals. February 25. E.S.B. 2866/66.*
(18/66) Pharmaceuticals. February 25. E.S.B. 2868/66.*

SPAIN

Ministerio de Obras Publicas:
(18/66) Civil Engineering Works. March 2. E.S.B. 2803/66.
(19/66) Mobile Crane. February 18. E.S.B. 3706/66.
(19/66) Wharf Works. April 20. E.S.B. 3705/66.
(18/66) Concrete Sleepers for Red Nacional de los Ferrocarriles Espanoles. February 24. E.S.B. 2862/66.

SUDAN

Sudan Railways:
(16/66) Air Tools. February 23. E.S.B. 2810/66.*
(16/66) Wool Waste. February 22. E.S.B. 2811/66.*

SYRIAN ARAB REPUBLIC

(17/66) Cables and Accessories for Directorate General of Posts and Telegraphs. Closing date postponed to February 28. E.S.B. 42214/65.*
(15/66) Tobacco Plant; Air Conditioning Equipment for Ministere de l'Economie. February 18. E.S.B. 2691/66.*

THAILAND

(15/66) Rubber Materials for The Ordnance Department. February 17. E.S.B. 2683/66.

State Railway of Thailand:
(17/66) Pump. February 21. E.S.B. 2865/66.
(17/66) Creosote. February 22. E.S.B. 2870/66.
(17/66) Steel. February 16. E.S.B. 2872/66.
(17/66) Steel. February 21. E.S.B. 2874/66.

TUNISIA

(16/66) Paper, Cardboard, etc. for Groupement des Importateurs et des Transformateurs de Papiers Industriels. February 28. E.S.B. 2700/66.*
(16/66) Television Sets for l'Office du Commercec de la Tunisie. February 28. E.S.B. 2806/66.
(19/66) Cycle Assembly Project for Societe Tunisienne d'Industria Automobile. February 28. E.S.B. 2955/66.*

TURKEY

(19/66) Fertilizer for Ministry of Agriculture. March 3. Tender documents in Turkish available. E.S.B. 2972/66.*

UNITED STATES OF AMERICA

(18/66) Switchgear and Appurtenant Equipment for Sacramento Municipal Utility District. March 2. E.S.B. 2950/66.*
(17/66) Photogrammetric Equipment for United Nations, Purchase and Transportation Division. February 18. E.S.B. 2843/66.*

URUGUAY

(19/66) Locomotive Parts for A.F.E. (State Railways). March 17. E.S.B. 3719/66.
(20/66) Centrifugal Pumps for O. S. E. (State Waterworks). March 8. E.S.B. 3720/66.

State Oil Refinery (A.N.C.A.P.):
(15/66) Liquid Gas Measurers. March 8. E.S.B. 2685/66.
(15/66) Sulphur. March 4. E.S.B. 2686/66.
(15/66) Paints and Thinners. April 25. E.S.B. 2687/66.
(15/66) Paints. March 7. E.S.B. 2688/66.
(15/66) Paint. May 25. E.S.B. 2689/66.

VENEZUELA

(17/66) Radio Transmission Units for Caracas Federal District. February 16. E.S.B. 2855/66.
(17/66) Pumping Equipment for Venezuelan National Waterworks Institute. March 3. E.S.B. 2854/66.

VIETNAM

Central Purchasing Authority:
(16/66) Surgical Equipment. February 25. E.S.B. 2697/66.*
(16/66) Tower Lights. February 25. E.S.B. 2698/66.*
(16/66) Plastic Film. February 25. E.S.B. 2699/66.*

ZAMBIA

(19/66) Telephone Cables for Central Supply and Tender Board. March 11. E.S.B. 2981/66.*
(19/66) Steel Towers for Central Supply and Tender Board. February 25. E.S.B. 3759/66.*
(18/66) Road Construction Project for Ministry of Transport and Works. (Pre-qualification Notice). E.S.B. 1794/66

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
(18/66) Inquiry for lathes. E.S.B. 2800/66.

Australia
(16/66) Inquiry for light fittings. E.S.B. 2586/66.

Austria
(19/66) Inquiry for clothing; knitwear. E.S.B. 2562/66.

Belgium
(18/66) Agency inquiry for handling lifting and traction equipment. E.S.B. 3273/66.

Bolivia
(18/66) Agency inquiry for gasoline engines. E.S.B. 3209/66.

British Honduras
(16/66) Inquiry for dairy plant. E.S.B. 2701/66.

Canada
(16/66) Agency inquiry for steel castings. E.S.B. 2573/66.
(17/66) Inquiry for women's clothes; knitwear. E.S.B. 2585/66.
(19/66) Inquiry for confectionery. E.S.B. 46597/65.

Ceylon
(19/66) Inquiry for bituminous emulsion manufacturing plant; roofing felt manufacturing plant. E.S.B. 40473/65.

Cyprus
(15/66) Inquiry for fish meal and meat; offal meal. E.S.B. 2541/66.

Denmark
(16/66) Agency inquiry for floor covering; painters' sundries and materials; wallpaper. E.S.B. 2546/66.
(18/66) Agency inquiry for liquorice confectionery. E.S.B. 24460/65.

Finland
(17/66) Agency inquiry for textiles. E.S.B. 2566/66.

France
(15/66) Agency inquiry for chemicals and allied products. E.S.B. 2296/66.
(18/66) Agency inquiry for electronic components and materials. E.S.B. 45836/65.
(18/66) Agency inquiry for furniture. E.S.B. 2598/66.
(19/66) Agency inquiry for electric hedge trimmer. E.S.B. 3308/66.
(20/66) Agency inquiry for bookbinding and printing machinery; office equipment. E.S.B. 3402/66.
(16/66) Inquiry for knitwear. E.S.B. 2298/66.
(13/66) Inquiry for boats tackle and equipment. E.S.B. 42485/65.
(18/66) Inquiry for mining machinery and plant. E.S.B. 30234/65.

Germany, Federal Republic of
(18/66) Agency inquiry for central heating and gas heating equipment and supplies. E.S.B. 3102/66.
(16/66) Inquiry for building supplies. E.S.B. 2574/66.
(18/66) Inquiry for sandblasting plant. E.S.B. 436/66.
(18/66) Inquiry for sealing cord. E.S.B. 1782/66.
(18/66) Lifting of import duty on prefabricated buildings. E.S.B. 4364/66.

Greece
(17/66) Agency inquiry for textiles; wool tops. E.S.B. 3188/66.
(19/66) Agency inquiry for dry cell batteries. E.S.B. 3282/66.

Iran
(17/66) Agency inquiry for artificial teeth making machinery. E.S.B. 3167/66.

Israel
(15/66) Agency inquiry for air compressors. E.S.B. 2506/66.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

THE BEST IN ANY LANGUAGE

Whatever your translation problems, whether simple or technical, we can handle them all. We also supply interpreters to go anywhere, at any time, to discuss any subject, technical, business, legal or otherwise.

Get in touch with us now and let us have your problems . . . it will be a pleasure to help you.

TRANSLAGENCY INTERNATIONAL

TRANSLAGENCY LIMITED
Imperial Court, Basil Street,
Knightsbridge, London, S.W.3
Telephone: KNIghtsbridge 8671 Telex: 261376

(15/66) Agency inquiry for automotive accessories; chemicals and spare parts; car washing machines. E.S.B. 2295/66.
(15/66) Agency inquiry for chamois leather; confectionery; foodstuffs; razor blades; handbags. E.S.B. 2245/66.
(17/66) Agency inquiry for man-made fibres; yarns; filaments; fancy yarns. E.S.B. 3106/66.
(18/65) Agency inquiry for Do-it-Yourself equipment. E.S.B. 10757/64.
(18/66) Agency inquiry for dress fabrics; hand tools; steel sheets; suedes and nappa. E.S.B. 6928/66.
(19/66) Agency inquiry for automotive accessories; bearings; contractors plant: tools. E.S.B. 3237/66.
(15/66) Inquiry for steel sheets; structural irons. E.S.B. 2505/66.

Italy
(16/66) Agency inquiry for hospital furniture and equipment. E.S.B. 2289/66.
(18/66) Agency inquiry for knitwear. E.S.B. 2595/66.
(18/66) Agency inquiry for whisky. E.S.B. 2745/66.

Italy/East Germany
(18/66) Trade Agreement. C.R.E. 2198/G.

Jamaica
(17/66) Agency inquiry for haberdashery; hardware; paper and paper products; textiles and piece goods. E.S.B. 3057/66.
(18/66) Inquiry for electric water heater components. E.S.B. 3078/66.
(20/66) Agency inquiry for glassware; hardware; hand and platform trucks; kitchen and laundry equipment; scales; vehicle parts and accessories. E.S.B. 3353/66.

Kenya
(19/66) Agency inquiry for cutlery; dress materials; handkerchiefs; socks; suitings. E.S.B. 3287/66.

North America
(15/66) Store buyers visit London. E.S.B. 2519/66.

Norway/Poland
(18/66) Trade Agreement. C.R.E. 5748/G.

Pakistan
(18/66) Agency inquiry for textile machinery; spare parts and accessories. E.S.B. 46795/65.
(16/66) Inquiry for dry-cleaning and laundry plant. E.S.B. 2591/66.

Peru
(18/66) Agency inquiry for plastics working machinery and raw materials. E.S.B. 41988/65.

Philippines, Republic of
(18/66) Agency inquiry for agricultural chemicals and implements; irrigation inplements. E.S.B. 2728/66.
(18/66) Inquiry for air-conditioning and refrigerator units. E.S.B. 3021/66.

South Africa
(16/66) Agency inquiry for hand tools. E.S.B. 2532/66.
(18/66) Agency inquiry for chaim saws. E.S.B. 3059/66.
(18/66) Manufacture under licence – bottle washing compounds and detergents. Agency inquiry for chemicals; chemical raw materials. E.S.B. 2791/66.

Spain
(18/66) Agency inquiry for razor blades; whisky. E.S.B. 39655/65.
(19/66) Regulations governing the participation of foreign firms in contracts for Public Works. C.R.E. 9161/63.

Sudan/India
(19/66) Trade Agreement. C.R.E. 2665/G.

Sweden
(18/66) Inquiry for confectionery; foodstuffs. E.S.B. 1607/66.
(19/66) Agency inquiry for clamps. E.S.B. 3283/66.

Switzerland
(16/66) Agency inquiry for clothing. E.S.B. 2706/66.
(18/66) Agency inquiry for fluorescent panels; timers. E.S.B. 3159/66.
(18/66) Agency inquiry for floor coverings. E.S.B. 3148/66.
(18/66) Inquiry for lamps and lanterns. E.S.B. 45926/65.

Syrian Arab Republic
(15/66) Inquiry for fancy goods; giftware; glassware; prints and frames; toys and games. E.S.B. 2503/66.

Trucial States
(18/66) Inquiry for electrical appliances; generators; kitchen articles; motor cycles and cars; radios and television sets; tyres and tubes. E.S.B. 2710/66.

Tunisia
(19/66) Inquiry for machinery for clothing factory. E.S.B. 27477/64.

Uganda
(15/66) Agency inquiry for electric water heaters. E.S.B. 2270/66.
(15/66) Agency inquiry for pipes. E.S.B. 2507/66.
(19/66) Inquiry for textile machinery and plant; battery and torch cell manufacturing plant. E.S.B. 2742/66.

United Arab Republic (Egypt)
(20/66) Inquiry for consumer goods. E.S.B. 3066/66.

United States of America
(15/66) Agency inquiry for boiler house fittings and accessories. E.S.B. 2244/66.
(16/66) Agency inquiry for textile machinery. E.S.B. 46292/65.
(17/66) Inquiry for brass and bronze plates; sheet; steel and steel products. E.S.B. 2717/66.
(17/66) Inquiry for lambswool pads. E.S.B. 34917/65.
(18/66) Agency inquiry for automotive products; consumer goods; farm supplies and equipment; industrial products; medicines; office lines. E.S.B. 21363/65.
(18/66) Agency inquiry for electrical insulators. E.S.B. 46219/65.
(18/66) Agency inquiry for electric timers; temperature controls; thermostats, thermometers. E.S.B. 2758/66.
(20/66) Agency inquiry for sunglasses. E.S.B. 3662/66.
(15/66) Inquiry for aneroid barometers; antique nautical items; navigational charts; shirts. E.S.B. 23033/64.
(18/66) Inquiry for components for optical assemblies. E.S.B. 3008/66.
(18/66) Inquiry for cymbals; drums and foot pedals. E.S.B. 2279/66.
(18/66) Inquiry for steel and wire products; tools. E.S.B. 2718/66.
(18/66) Inquiry for women's slippers. E.S.B. 3312/66.
(18/66) Manufacture under licence – lawn sprinkler. E.S.B. 3193/60.
(19/66) Manufacture under licence – household goods; kitchen items. E.S.B. 41294/65.
(20/66) Manufacture under licence – electroplating on plastics; water conservation toilet valve. E.S.B. 861/66.
(15/66) Trade Exhibitions. E.S.B. 2397/66.
(18/66) Visits by members of the Macy Organisation. E.S.B. 556/66.
(19/66) Visits of Store Buyers to Britain. E.S.B. 3521/66.

Various Countries
(16/66) United Nations Development Programme – special fund. G.D. 35/66.

Yugoslavia
(18/66) Agency inquiry for steel sheets. E.S.B. 2798/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list is given on page* 1468 *of the* Board of Trade Journal, *December* 17, 1965.

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO BARBADOS & THE WINDWARDS

Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

TURKEY

Global import quotas and liberalization lists

THE TURKISH SIXTEENTH global quotas list was published in last week's *Board of Trade Journal* (pages 201-208). The liberalization lists covering the first half of 1966 are published below. Against import licence applications importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 70 per cent for goods included in List I. (20 per cent only for miscellaneous chemical fertilizers classified under Tariff numbers 31.02, 31.03 and 31.04, and for composite fertilizers classified under Tariff number 31.05.)

(b) 100 per cent for goods included in List II.

Imports for liberalized items contained in both lists must be made on a Letter of Credit payment basis. Import licences will be valid for six months.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

LIBERALIZATION LIST

List I

Tariff Statis. No.	Description	Remarks
01.01.21	Stud horses	Subject to permission of Ministry of Agriculture.
22	Stud mares and colts	
23	Stud donkeys and foals	
01.02.22	Other bovines for breeding	
01.04.21	Sheep for breeding	
25	Goats for breeding	
01.05	Domestic fowl for breeding	
01.06.21	Other animals for breeding	
22		
04.05.20	Eggs for hatching	
01.06.10	Guinea pigs, rabbits, white mice	Subject to permission of the Ministry of Health.
05.04.20	Only dry calf bladders for production of rennet.	
05.14	Ambergris, castoreum, civet and other.	
06.01	Flower bulbs and other	Subject to permission of the Ministry of Agriculture.
06.02	Other live plants and roots	
12.01.11	Peanut seeds	
40	Soya bean seeds	
60	Cotton seeds	
81	Sesame seeds	
85	Sunflower seeds	
89	Other seeds	
12.03.20	All kinds of flower seeds	
30	All kinds of tree seeds	
49	Other vegetable seeds	
59	Other seeds and fruit seeds	
12.03.10	Sugar beet seeds	
12.06	Hops.	
12.07.90	Only other pharmaceutical plants	Subject to permission of the Ministry of Health.
13.02.29	Only balsams, gums and resins used in pharmacy	
13.03.40	Other vegetable saps and extracts (only for the pharmaceutical industry)	
15.04.10	Cod-liver oil used in medicine.	
15.07.38	Chinese tallow only, unvolatile, inedible vegetable oils for industrial use.	
15.07.39	Only aspidinol wax.	
15.08	Only additives used in lubricant blending (for petroleum companies)	Subject to permission of the Ministry of Power and Natural Resources.
15.10.20		
15.12.20		
15.11.10	Only nitration glycerol	Subject to permission of the Ministry of Industry.
15.16	Vegetable waxes.	
25.01.10	Only pure sodium chloride.	
25.04	Natural graphite.	
25.06	Quartz and quartzite.	
25.10	Natural calcium phosphates and other.	
25.26	Mica and mica waste.	
25.31	Felspar and fluorspar.	
25.32	Zirconium silicate and vermiculite.	
27.09	Only crude petroleum	Subject to permission of the Petroleum Administration.
27.10.10	Jet fuel, aviation petrol and SBP	Subject to permission of the Ministry of Power and Natural Resources.
20		
27.10.33	Machine lubricants	AID (1)
27.10.33	Only mineral oils used in the manufacture of agricultural pesticides	Subject to permission of the Ministry of Agriculture.
27.10.33	Only liquid paraffin.	
27.13	Paraffin wax, petroleum wax and other.	
28.02.10	Only sublimed sulphur (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to approval by the Ministry of Commerce).	
28.03	Vegetable blacks, carbon black and other	AID (2)
28.05	Alkaline metals and other.	
28.06	Hydrochloric acid, chlorosulphonic or chlorosulphuric acid.	
28.08.20	Technical sulphuric acid	AID (2) (subject to permission of the Ministry of Industry).
28.10.10	Phosphorous pentoxide.	
20	Phosphoric acids.	
28.11.10	Arsenious acid (arsenic trioxide).	
20	Arsenic acid.	
30	Arsenic anhydrides.	
40	Other.	
28.12	Boric acids, boric oxides (only those in conformity with Turkish codices).	
28.13.30	Other inorganic acids and other oxygeneous compounds of metalloids	Subject to permission of the Ministry of Agriculture.
28.14.10	Phosphorous compounds.	
50	Other.	
28.15.10	Phosphorous sulphide.	
30	Other.	
28.18	Strontium, barium and magnesium oxides, hydroxides and peroxides.	
28.19.10	Zinc oxides.	
28.30	Chlorides and oxychlorides (excluding ammonium chloride).	
28.36	Dithionites, sulphoxylates.	
28.39	Nitrites and nitrates (excluding technical ammonium nitrate).	
28.40	Phosphites, hypophosphites, phosphates.	
28.42.16	Potassium carbonate.	
28.43	Cyanides and complex cyanides.	

CERTIFICATES OF ORIGIN

Export Invoices for all Commonwealth Countries,

E.F.T.A. Certificates

and Portuguese Declarations of Cargo

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD.

39, WATERLOO ROAD. LONDON, N.W.2. Tel: Gladstone 9861 (3 lines)

Tariff Statis. No.	Description	Remarks
29.02	Halogenated derivatives of hydrocarbons.	
29.15.90	Only phthalic anhydride	AID (1)
29.16	Alcohol acids and other (excluding acetylsalicylic acid).	
29.16.33	Acetylsalicylic acid.	
29.19	Phosphoric esters and other	AID (2)
29.22	Amine-function compounds	AID (2)
29.25	Amide function compounds	AID (2)
29.26	Imide-function or imine-function compounds	AID (2)
29.31	Organo-sulphur compounds.	
29.33	Organo-mercury compounds.	
29.35	Heterocyclic compounds	AID (2)
29.36	Sulphonamides	AID (2)
29.37	Lactones and lactams, sultones and sultams.	
29.38	Provitamins and vitamins	AID (2)
29.39	Hormones and hormone derivatives	
29.40.20	Other.	
29.41	Glycosides and other.	
29.42.10	Quinine and its salts (for Red Crescent Association).	
21	Cocaine, eucaine.	
99	Only codeine and ethyl-morphine chlorhydrate for Soil Products Office.	
29.42.22-34-99	Alkaloids, salts, ethers and esters thereof and other derivatives	Subject to permission of the Ministry of Health.
29.43	Sugars, chemically pure (other than sucrose)	
29.44	Antibiotics (AID (2))	
29.45	Other organic compounds	
30.01	Dried organo-therapeutic glands and other organs and their extracts used for medical treatment	
30.02	Serums, microbial vaccines and other	
30.03.21	Oral antidiabetics	
30.03.18	Insulins	
30.05.20	Dental cement and fillings	
30	Other (excluding first aid kits, bags, sets).	
31.02	Miscellaneous, chemical fertilizers	AID (2). Subject to permission of the Ministry of Agriculture.
03		
04		
31.05	Composite fertilizers.	
31.02.80	Urea (containing less than 46% of nitrogen).	
32.05.21	Anilins and alizarins.	AID (2)
22	Synthetic organic dyes	
29	Other	
32.09.39	Only aluminium paste, bronze paste and bronze powder.	AID (2)
32.10	Dyestuffs (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
32.13.10	Printing inks.	
34.02	Only additives used in blending of machine lubricants (for petroleum companies only)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
34.02	Only benzalconium chloride USP	Subject to permission of the Ministry of Health.
35.02	Only tannalbine and ferrous and arsenious compounds of albumins.	
35.04	Peptones and other protein substances and their derivatives.	
37.01.10	X-ray films (for Red Crescent Association).	
37.02.10		
38.06	Concentrated sulphite lye	Subject to permission of the Ministry of Health.
38.09.10	Only creosote oil used in pharmacy	
20	Only wood tar used in pharmacy	
50	Only juniper tar used in pharmacy	
38.11	Only chlorazol (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
38.11	Disinfectants, insecticides and similar preparations used in agriculture and stock-breeding	Subject to permission of the Ministry of Agriculture.
38.11	Disinfectants, insecticides, pesticides, rodent killers and similar preparations used only for hygienic purposes (excluding preparations packaged in aerosol bombs in the country of origin)	Subject to permission of the Ministry of Health.
38.14	Anti-knock preparations and other, used in mineral oil blending (for petroleum companies only)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
38.16	Prepared culture media for cultivation of micro-organisms.	
38.17	Only charges and preparations for fire extinguishers.	
38.19	Only preparations used for processing resins (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
38.19	Only chemical preparations and products used as mortar for high alumina (over 70%) refractory bricks per 69.02.10 and 40.90 and those for magnesite or chromomagnesite refractories.	
38.19.11	Only eldon cards.	
12	Dry test serums.	
13	Liquid test serums and calcium monoxinate.	
14		
38.19.20	Only anti-freeze	AID (1)
38.19.20	Only hydraulic fluid	AID (2)
38.19.20	Only additives used in machine oil blending (for petroleum companies)	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
38.19.20	Only pure ichthyol, ammonium sulphoichthyolate, ammonium sulphobitumate	Subject to permission of the Ministry of Health.
38.19.20	Only seger cones.	
38.19.20	Only chemical preparations and products for petroleum production	AID (2). Subject to permission of the Ministry of Power and Natural Resources.
39.01	Only polycaprolactum.	
39.01.10	Only silicon fluid SI and other silicons.	
39.02	Only polyvinyl prolydon	AID (2). Subject to permission of the Ministry of Health.
39.03	Only transparent cellulose foils and strips (for Monopoly cigarette factories).	
39.03.12	Only transparent cellulose paper (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
39.03.60	Collodions (codex quality only).	
39.03.90	Only transparent cellulose paper (up to 50 gr. substance) (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Miistry of Commerce).	
39.06	Only alginic acid, its salts and esters.	
39.06.11, 12	Heparin.	
39.07.90	Only transparent cellulose bags (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
40.01.10	Crepe sheets (excluding sole crepe) (for rubber factories).	
40.01.20	Only RSS2 and RSS4 quality natural raw rubber (against requirements of automotive tyre factories, tyre recapping, retreading, resoling plants), latex and super 1X quality raw rubber.	
40.01.20	Only RSS1 and 3 quality raw rubber	AID (1)
40.02	Synthetic rubber and factice derived from oils	AID (1)
40.13.20	Only diving suits.	
61.01.29		
41.01.12	Fresh bovine cattle raw hides (15 kg. and over)	AID (1)
16	Dried bovine cattle raw hides (9 kg. and over)	
32	Fresh water buffalo and buffalo calf hides (15 kg. and over)	
36	Dried water buffalo and buffalo calf hides (9 kg. and over)	
47.01.70	Cellulose	Subject to permission of the Ministry of Industry.
48.01.10	Filter paper	AID (2)
48.03.19	Parchment paper, paperboard and imitations thereof (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
48.07	Only diphenyl papers, art papers, papers and paperboards impregnated, coated, surface-coloured, surface decorated or printed (excluding all sizes and colours of carbon paper, in rolls or in sheets) (only for exporters on the basis of requirement certificates issued by the Exporters' Unions subject to permission of the Ministry of Commerce).	
51.01.10	Only synthetic yarns and strings for fishing nets (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
51.03.10		
51.04.10	Only fabrics used in the manufacture of automotive tyres and tubes	AID (2)
57.10.10	Jute fabric, coarse	Subject to the permission of the Ministry of Commerce.
58.05.90	Only cotton band for packaging (only for exporters on the basis of requirement certificates issued by Exporters' Unions subject to permission of the Ministry of Commerce).	
59.04	Only synthetic yarns and strings for fishing nets (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
59.05.10	Only fishing nets made of synthetic yarns (to meet the requirement of fishermen through the permission of the Ministry of of Commerce).	
62.03.10	Only jute bags sewn with tar treated jute threads	Subject to the permission of the Ministry of Commerce.
65.06.10	Miners' helmets.	
73.12	Only strips of iron and steel, up to 25 mm. width (only for exporters on the basis of requirement certificate issued by Exporters' Unions subject to permission of the Ministry of Commerce)	AID (2)
73.15	Alloy and high carbon steels (excluding those for automotive springs)	AID (2)
73.40	Only acmonital (for Ministry of Finance).	
76.04	Aluminium foils and strips.	
77.01.10	Unwrought magnesium.	
78.01.20	Only printing metals.	
80.02	Solid tins bars, shapes and wires	AID (1)
80.03	Wrought plates, sheets and strips of tin	AID (1)
80.04	Tin foils and strips, tin powder and flakes	AID (2)
83.07.10	Miners' safety lamps and accessories	
84.15.30	Only refrigeration equipment for refrigerator vans utilized in meat, fish, fresh fruit and produce transportation	Subject to permission of the Ministry of Industry.
84.19	Packing machines	AID (2)
84.21.90	Only miscellaneous accessories and parts for fire extinguishing equipment (excluding body, tank and chassis)	AID (2)

(Continued on next page)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
84.36.20 84.38.90	Only sawgins, parts and components .	Subject to permission of the Ministry of Agriculture.
84.56.91	Parts and accessories for mineral and ore sorting, screening and washing machinery and equipment (excluding body, frame and tank)	AID (2)
85.10.10	Miners' safety lamps and accessories.	
85.20	Only bulbs for miners' lamps . . .	Subject to permission of the Ministry of Power and Natural Resources.
90.01.10	Only ophthalmic lenses.	
90.02	Only objective and ocular lenses for microscopes.	
90.04	Only protective X-Ray goggles.	
90.12	Optical microscopes and other.	
90.15	Precision balances (excluding centigram scales and weights).	
90.17	Medical, surgical, dental and veterinary instruments and appliances.	AID (2)
90.18.10	Only medical and surgical gas masks.	
90	Other.	
90.19	Orthopaedic appliances and other (ex- (excluding plastic false teeth).	
90.25	Instruments, apparatus, etc., for physical and chemical analysis	AID (2)
95.08	Only gelatine capsules for medicines.	
97.07.10	Fish hooks.	
97.07.90	Only standard complete great tunny angling sets, parts and accessories (to meet the requirement of fishermen through the permission of the Ministry of Commerce).	
Miscellaneous	Raw materials, auxiliary materials and boxing and crating materials for exporters of industrial products	Subject to permission of the Ministry of Commerce.
05.02.10 20	Hogs' hair and other hairs.	
12.01.30	Palm nuts.	
13.02.12	Shellac.	
13	Gum arabic.	
13.03.30	Agar-agar.	
14.01.20	Only raffia.	
14.02.10	Couch grass.	
14.03	Only tampico fibre.	
15.10.30	Industrial fatty alcohols.	
15.14	Spermaceti.	
15.15.10	Special quality purified beeswax.	
21.06.11	Brewery yeast.	
19	Other (except bakers' yeast).	
25.12.20	Keiselguhr.	
90	Other.	
25.23.29	Other cements (excluding slag cement and other trace cements).	
25.28	Natural cryolite and chiolite.	
28.01.10	Fluorine.	
30	Bromine.	
41	Iodine.	
42	Resublimed iodine.	
28.04.20	Rare gases (inert gases).	
31	Phosphorus.	
39	Other metalloids.	
28.19.20	Zinc peroxide.	
28.20	Aluminium oxide, aluminium hydroxide, artificial corundum.	
28.21	Only chromic acid (chromium trioxide).	
28.24	Cobalt oxides and cobalt hydroxide.	
28.26	Tin oxides; stannous oxide and stannic oxide.	
28.28.10	Copper oxide.	
90	Other.	
28.29	Fluorides, fluorosilicates, fluoroborates and other fluorine salts (excluding fluorite).	
28.31.20	Only sodium chlorites.	
30	Potassium hypochlorite.	
40	Other.	
28.32	Chlorates and perchlorates.	
28.33	Bromides, oxybromides, bromates, perbromates, hypobromites.	
28.34	Iodides, oxyiodides, iodates and periodates.	
28.35.11	Antomony sulphide.	
12	Calcium sulphide.	
31	Potassium sulphide.	
33	Tin sulphide.	
42	Arsenic sulphide.	
49	Other.	
28.38.19	Other (excluding pure copper sulphate).	
21	Chromium sulphate.	
22	Only sodium sulphate (codex quality or purer).	
23	Sodium bisulphate.	
24	Sodium persulphate.	
25	Magnesium sulphate.	
26	Lead sulphate.	
28	Zinc sulphate.	
29	Other.	
30	Aluminium sulphate.	
41	Basic mercury sulphate.	
42	Mercury sulphate	
43	Potassium sulphate.	
44	Cadmium sulphate.	
49	Other.	
59	Other (excluding nickel sulphate).	
60	Aluminium potassium sulphate.	
71	Chrome alum.	
73	Ferric alum.	
79	Other.	
28.41	Arsenites and arsenates.	
28.42.11	Sodium bicarbonate.	AID (2)
12	Sodium percarbonate	
15	Potassium bicarbonate	
19	Other	
21	Barium carbonate	
22	Precipitated magnesium carbonate . .	
23	Magnesium carbonate	
24	Manganese carbonate	
20	Other	
31	Copper, lithium and basic bismuth carbonate	
39	Other	
41	Ammonium bicarbonate	
49	Other	
28.45	Silicates (including sodium meta-silicate). (excluding sodium silicate)	
28.46	Borates and perborates (excluding borax) .	AID (2)
28.47.10	Vanadates, ammonium molybdates.	
20	Barium aluminate, cobalt aluminate.	
41	Potassium permanganate.	
49	Other permanganates.	
28.48	Other salts and peroxysalts of inorganic acids.	
28.49.29	Argyrol and protargyrol (only codex quality).	
28.50	Radio-active chemical elements and radio-active isotopes; inorganic or organic compounds thereof.	
28.51	Chemical element isotopes and their organic or inorganic compounds, other than those per 28.50.	
28.52	Salts of thorium, uranium and rare earth metals, as well as other organic or inorganic compounds thereof.	
28.54.10	Perhydrol	AID (2)
28.55	Phosphides.	
28.57	Hydrides, nitrides, silicides and borides.	
28.58.15	Amalgams of mercury chlororamide and tin-copper	
28.58.19	Other.	
29.01.10	Diphenyl, diphenylmethane.	
20	Terpenes.	
41	Styrene.	
49	Other.	
29.03	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons (excluding alkylaryl sulphonate).	
29.04	Acyclic alcohols and their derivatives (excluding chloral not conforming to Turkish codices).	
29.05	Cyclic alcohols and their derivatives.	
29.06	Phenols and phenol-alcohols.	
29.07	Derivatives of phenols and phenol-alcohols.	
29.08	Ether-oxides and other (excluding technical ethyl-ether).	
29.09	Epoxides and other.	
29.10	Acetals and other.	
29.11	Aldehydes and other.	
29.12	Derivatives of products within Heading 29.11.	
29.13	Ketones and other	AID (2)
29.14	Monoacids and other (excluding acetic acid and formic acid.)	
29.15.11	Oxalic acid.	
19	Acyclic acids and other.	
30	Sodium salts.	
29.17	Sulphuric esters and other.	
29.18	Nitrous and nitric esters and other.	
29.20	Carbonic esters and other.	
29.21	Other esters of mineral acids.	
29.23	Single or complex oxygen-function amino-compounds	AID (2)
29.24	Quaternary ammonium salts and hydroxides.	
29.27	Nitrile-function compounds.	
29.28	Diazo-, azo- or azoxy- compounds . .	AID (2)
29.29	Organic derivatives of hydrazine or of hydroxylamine	AID (2)
29.30	Other nitrogen-function compounds.	
29.32	Organo-arsenic compounds.	
29.34	Other organo-inorganic compounds . .	AID (2)
32.04.10	Colouring matter or dyeing extracts of vegetable or animal origin.	
32.08	Prepared pigments, vitrifiable enamels used in the ceramic, enamel and glass industries.	
32.09	Only mattweiss or equivalent substances for the textile industry.	
32.09.39	Only stamping foils.	
32.11	Prepared dryers.	
33.06.29	Only haematite sticks.	
34.03	Lubricating preparations and other preparations.	
34.04	Artificial waxes.	

ABLE TRANSLATIONS LIMITED

The technical translators with export marketing background

Send your business card or headed letter for our brochure 'SPEAKING INTERNATIONALLY' to

15 STONEHILLS HOUSE · WELWYN GARDEN CITY · HERTS

or ring our Managing Director at Welwyn Garden 23109

Tariff Statis. No.	Description	Remarks
37.03.11 19	Only sensitized papers for office copiers (including diffusion transfer, colour transfer, thermographic, electrostatic and rapid stabilization process sensitized papers) (excluding diazo and ferrocyanide type photosensitized paper).	
37.08	Only chemical products and preparations for use in photography (excluding sodium hyposulphite 'thiosulphite').	
38.01	Blocks and plates of artificial graphite for manufacturing carbon brushes and other parts to be used for electrical and electro-technical works.	
38.05	Tall oil.	
38.07.30	Pine Oil.	
38.08.30	Other.	
38.13	Liquid preparations for soldering and welding, others only.	
38.15	Vulcanization accelerators	AID (2)
38.18	Composite solvents and thinners and similar products.	
38.19	Only dodecylbenzene and alkylbenzene mixtures.	
38.19.20 30	Only blocks and plates made of metalographitic compositions or of artificial graphite powder mixed with artificial resins, to form up products for manufacturing carbon brushes and other parts to be used for electrical or electro-technical works.	
40.06.29	Only synthetic and natural rubber base adhesives on paper	AID (2)
40.09.20	Only hoses of materials resistant to lubricants, petroleum hydrocarbons or pressure hydraulic system fluids (excluding water and radiator hoses).	
40.10	Only Vee-belts.	
40.14.11	Washers.	
40.14.12	Gaskets.	
40.14.20	Only tyre mould pneumatic tubes for use in the manufacture or recapping of tyres	AID (2)
42.04	Articles of leather, artificial or composition leather used in technical applications (excluding transmission belts and oil seals for machines).	
45.01	Natural unworked cork and cork waste.	
45.02	Natural cork.	
45.04.20	Only gaskets.	
48.07	Only paperboard plates for printing matrices.	
48.15.90	Only waxed paper, diphenyl paper, filter paper, cigarette tip paper in rolls and 7·5 to 12·5 cm. kraft paper tape rolls.	
48.21.10	Gaskets.	
22	Graph papers for recorder type medical and technical instruments.	
29	Only perforated paper or paperboard cards for Jacquard and similar machines.	
49.01.21	School books (text-books) in foreign languages.	
29	Other books in foreign languages (only technical, scientific, literary, professional and art books).	
49.02.10	Fashion magazines.	
49.02.30	Other (only political or commercial dailies or periodicals, technical, scientific, literary, professional and art magazines).	
49.03.20	Books for children, in foreign languages, pictorial books and albums.	
49.04	Printed music.	
49.05	Maps of all kinds (excluding atlas globes of up to 31 cm. diameter and navigation maps for Black Sea).	
49.06	Engineering and architectural plans and other technical drawings.	
49.11	Only educational plans, charts, etc.	
57.07.11 12	Coco fibre yarns.	
58.05	Only spindle tape and rotary loom belting for textile industry.	
59.04.21	Only jacquard cord.	
59.11.90 59.17.90	Blankets for printing machines.	
59.16.12	Machine belts of wool and hair	AID (2)
59.17.12	Only diaphragms.	
59.17.90	Only gaskets, washers, buffing wheels, sleeves and pad, diaphragms of pumps, engines, etc., safety belts, buffing discs.	
66.03.11	Only metal frames for umbrellas (excluding all umbrella handles with the exception of those for collapsible hand umbrellas, as well as stem parts of lawn parasols, etc.).	
68.04.20	Only abrasive bricks and razor whetstones.	
68.14	Only accessories for brakes, clutches and other frictioning parts based on asbestos, cellulose and other metallic substances (excluding yarns, packings, wicks, clutch and brake linings made of asbestos and the 'roll and meshed wire' type brake linings) (meshed wire type clutch linings included)	AID (2)
68.15	Worked mica and articles of mica	AID (2)
68.16	Articles of stone or similar mineral substances not listed elsewhere in the tariff	AID (2)
69.02.10	Refractory bricks of over 70% alumina content and refractories of magnesite and chromemagnesite	Subject to the permission of the Ministry of Industry.
40	Chromite refractories	
90	Other (excluding refractories of less than 50% alumina content)	
69.03.14 15 19 90	Crucibles and retorts; (including plugs and supports)	AID (2)
70.09	Only rear view mirrors for automotive vehicles.	
70.12	Inner vacuum glasses for vacuum flasks and other vacuum vessels	AID (1)
70.14.90	Only headlight and tail-light (stoplight) lenses for motor vehicles	AID (2)
70.15.11 21 70.15.19 29 70.06	Pocket watch and wrist watch glass. Only lenses for oxy-acetylene or arc welding goggles and masks.	
70.18	Optical glass and elements of optical glass, lenses for corrective spectacles	AID (2)
70.20	(a) Only glass wool (fibre glass). (b) Fibre glass felt.	
70.21.10 20 90	Safety glasses for boilers. Water level indicator glass for boilers. Only glass rollers for leather dressing, machinery, engine and automotive parts of glass	AID (2)
71.02.10	Industrial diamonds	AID (2)
73.02	Ferro-alloys (excluding ferro-chrome)	AID (8)
73.04	Only iron or steel shot	AID (2)
73.05.10	Iron or steel powders	AID (1)
73.29.20 90	Only transmission and drive chains (sprocket chains), links, connectors, etc., for bicycles, motorcycles (excluding automotive snow chains and chains of 3-76 mm. round wire)	AID (2)
73.33	Hand sewing and other needles.	
73.35	Iron and steel springs (excluding leaf springs for motor vehicles, and springs for rolling shutters).	
74.04.20	Only phosphor-bronze plates, sheets and strips	AID (1)
74.16	Copper springs.	
74.19.39	Only pneumatic tube valve caps and valve needles.	
75.01 02 03 04 05	Only nickel and nickel products.	
75.06.29	Only nickel conductor wire.	
76.01.10	Unwrought aluminium	AID (2)
76.05	Only aluminium powder, containing less than 2% of oil.	
76.06	Only aluminium tubes (of 15 mm. or smaller bores).	
76.16.51	Aluminium washers used in flexible tubes	AID (1)
77.02	Magnesium bars, rods, angles, shapes and wires	
80.01.10	Unwrought tin (only A, B, C, D or G quality)	AID (1)
80.01.10	Unwrought tin (only to be used for works related with foodstuffs)	Subject to the permission of the Ministry of Industry.
81.01.40	Only tungsten wire (wolfram wire).	
81.02.40	Only molybdenum wire.	
81.03	Tantalum and articles of tantalum.	
81.04.30	Other base metals (excluding fluorite ore).	
81.04.30	Only fluorite ore.	
82.04.20	Only welding torches (excluding tanks).	
82.05	Only rolling mills for drawing wires.	
82.06	Knives, cutters and blades for machines or for mechanical appliances (excluding those of harvesters and graders).	
82.07	Tool bits, plates, rods, and the like.	
82.11.22	Only cutters for electric shavers.	
83.01	Only locking gas tank caps, door locks and locking door handles for automotive vehicles and the safety lock units for elevators, telphers and travelling cranes.	
83.07.29	Only parts for incandescent flame lamps (excluding container tank and parts for lighthouse lanterns).	
83.08	Flexible tubes of base metals.	
84.02	Auxiliary plant for steam and vapour generating boilers, condensers and miscellaneous parts and accessories therefor	AID (2)
84.03.20	Miscellaneous parts and accessories (excluding body and frame) (for gas generators)	AID (2)
84.04.20	Miscellaneous parts and accessories (excluding body and frame) (for steam engines)	AID (2)
84.05.20	Miscellaneous parts and accessories (excluding body and frame) (for steam and vapour power units)	AID (2)
84.06.90	Only parts and accessories for airplane engines.	
84.06.90	Parts and accessories for internal combustion engines (excluding oil seals, steel shell copper alloy bearings, whether or not plated with any other substance, cylinder blocks, cylinder heads, oil pans, valve covers, flywheels and sheaves, and cylinder sleeves of up to 200 mm. diameter) (fine type air-cooled cylinder liners and pressed steel cylinder sleeves included)	AID (2)
84.07.90	Parts and accessories (excluding frame and body) (for water turbines, etc.)	AID (2)
84.08.19	Jet engine and gas turbine parts for airplanes.	
84.08.80	Parts and accessories for other engines and motive power generating machines (excluding frame and body)	AID (2)
84.09.20	Accessories and parts (for mechanically propelled road rollers)	AID (2)
84.10.23	Only fuel, oil and water pumps as components of gasoline and diesel engines	AID (2)
84.10.29	Accessories and parts (excluding body and frame) (for pumps)	AID (2)
84.11	Only vacuum and air pumps as components of the machinery falling under heading 84.23 as well as automotive equipment	AID (2)
84.11.90	Accessories and parts (excluding body and frame and air tanks of compressors)	AID (2)
84.16.13 84.40.90	Only calender rollers for textile machines.	
84.16.20	Accessories and parts (excluding body & frame)	

(Continued on next page)

TURKEY, *continued*

Tariff Statis. No.	Description	Remarks
84.17.13	Only accessories and parts (excluding body, frames and the air tanks of compressors).	
29	Only accessories and parts (excluding body and tanks).	
84.18.30 59.17.90 48.21.29	Only filter elements (excluding air strainers).	
84.18.40	Only accessories and parts (excluding body frame and the milk tank and cream balls for cream separators).	
84.21.90	Only such components and parts covered under respective catalogues of sand and shot blasting machines (excluding body and frame)	AID (2)
84.22.90	Only clutches and couplings, speed governors, bumpers, and shock absorbers for telphers and gantry bridges; only shock absorbers for elevators	AID (2)
84.23	Only accessories and parts (excluding bodies, frames and grader blades)	AID (2)
84.24.69	Other accessories and parts (excluding body, frame and wooden structure) (excluding ploughshares for manual ploughs, disc-harrow discs and plough discs)	AID (2)
84.25.91	Parts for harvesters, threshers and fodder presses (excluding cutter blades for harvesters)	AID (2)
84.25.95	Accessories for other agricultural and horticultural machinery (excluding harvester blades)	AID (2)
84.26.10 20 60	Milking and dairy machines and equipment	Subject to permission of the Ministry of Agriculture.
84.26.90	Accessories and parts (excluding body and frame).	
84.27.10 20	Fruit presses, crushers and strainers and the like (excluding grape presses)	Subject to permission of the Ministry of Agriculture.
84.28	Other agricultural and horticultural, poultry breeding, agricultural machinery and equipment (excluding incubators of less than 1,200 egg capacity)	Subject to permission of the Ministry of Agriculture. AID (2)
84.27.90	Accessories and parts (excluding body and frame).	
84.28.91	Parts for fodder crushers	AID (2)
84.28.95	Accessories and parts for other machinery (excluding body and frame)	AID (2)
84.29.20	Accessories and parts (excluding body and frame).	
84.30.20	Accessories and parts (excluding body and frame).	
84.31.20	Accessories and parts (excluding body and frame)	AID (2)
84.32.20	Accessories and parts (excluding body and frame)	AID (2)
84.33.20	Accessories and parts (excluding body and frame)	AID (2)
84.34.19	Accessories and parts (excluding body and frame)	AID (2)
84.34.25	Accessories and parts (excluding body and frame)	AID (2)
84.34.29	Only accessories and parts (excluding body, frame and printing types)	AID (2)
84.35.20	Accessories and parts (excluding body and frame)	AID (2)
84.38	Auxiliary machinery and equipment for machines under heading 84.37 and the parts and accessories for machinery under headings 84.36 and 84.37 excluding bodies and frames	AID (2)
84.39.20	Accessories and parts (excluding body and frame)	AID (2)
84.41.30	Sewing machine needles.	
84.42.90	Accessories and parts (excluding body and frame)	AID (2)
84.43	Only accessories and parts and crucibles	AID (2)
84.44	Only rolling mill rolls and forms	AID (2)
84.48	Accessories and parts for machinery under headings 84.45 to 84.47 (inclusive) headings (excluding body and frame)	AID (2)
84.49	Only accessories and parts (excluding body and frame)	AID (2)
84.50	Only parts for gas-operated welding, brazing, cutting and surface tempering appliances (blow pipes included)	AID (2)
84.55	Accessories and parts for machinery under headings 84.51 to 84.54 (inclusive) (excluding frames, bodies and drawers)	AID (2)
84.56.95	Accessories and parts for other machinery (excluding body, frame, drum sections, balls and rods)	AID (2)
84.57.90	Accessories and parts (excluding body and frame)	AID (2)
84.59.90	Only accessories and parts (excluding body, drum and frame)	AID (2)
84.60	Moulds and dies used in casting metals, metallic carbides, glass metallic materials, rubber and plastic materials	AID (2)
84.61	Only carburetters for fuel oil burners, kerosene stoves, and similar equipment and appliances, parts for such carburetters, valves for pneumatic tyre tubes; only valves for engines and compressors.	
84.62	All types of ball and roller bearings	AID (2)
84.63	Transmission shafts, cranks, bearing housings and other (gear boxes for telphers and gantry bridges included) (excluding transmission shaft bearings, steel shell copper alloy bearings, oil seals – whether or not plated with any other substance – and flywheels and gear boxes of elevators and washing machines)	AID (2)
84.64	Metal sheeting combined with asbestos, felt and paperboard, or laminated metal, similar jointings and others.	
84.65	Accessories and parts not containing electrical connectors, insulators, coils, contacts or other electrical devices of machinery and mechanical apparatus (excluding body and frame).	
85.02	Only accessories and parts (excluding body and frame)	AID (2)
85.03.90	Only primary cells and parts therefor (excluding dry cells and parts).	
85.04.90	Only separators for lead plate batteries	AID (2) Subject to permission of the Ministry of Industry.
85.05	Only accessories and parts (excluding body, frame and windings).	
85.08	Electrical ignition and starting equipment for internal combustion engines	AID (2)
85.11.90	Accessories and parts (excluding body and frame).	
85.12.35	Accessories and parts (excluding body, frame and electric iron parts) (electric iron thermostats included)	AID (2)
85.13.91 95	Parts and accessories – less wiring (excluding body, frame, relay frames, transformer, battery, rectifier, cables, conductors and coils)	AID (2)
85.14.11	Microphone diaphragm and receiver capsules for telephone sets.	
85.16	Only spare parts and accessories for signal and traffic control equipment for railways.	
85.19.10	Only overload grounding, time delay and differential relays	AID (2)
85.19.40	Only headlight dimmer switches, ignition switches, and starter switches	AID (2)
85.19.20	Only non-heating type resistors and potentiometers (excluding sliding type resistors and rheostats).	
85.19.90	Only accessories and parts for automatic switches and for star/delta switches of over 25 amps and for relays (excluding all enclosures, housings and covers)	AID (2)
85.09 85.20	Only electric light bulbs for automotive lights and hand or pocket torches (sealed beam type head lights for transportation vehicles included)	AID (2)
85.20.70	Only bulbs for projectors and endoscopic apparratus classified under respective catalogues.	
85.20.90	Accessories and parts	AID (2)
85.21	Thermionic valves and tubes	AID (2)
85.24	Parts and articles of agglomerated or heat-bonded carbon, coal or graphite, for electrical or electro-technical applications (excluding carbon brushes and parts for electrical machines and appliances)	AID (2)
85.28	Electrical accessories and parts for machinery and equipment, not mentioned elsewhere in this heading	AID (2)
86.09	Parts and accessories for railways rolling stock (excluding axles, tow hooks, couplings and leaf springs).	
87.06	Spare parts and accessories for motor vehicles under headings 87.01, 87.02 and 87.03 (catalogue listed parts and accessories only) (excluding chassis, trunk, fenders, doors, safety belts, clutch facings and brake linings, oil seals, steel shell copper alloy bearings – whether or not plated with any other substances – exhaust piping and mufflers, electro-pneumatic horns, fuel tanks, front wheel brake drums, springs, mounts, shackles, joint sockets, hand brake drums, front wheel hub assembly) (chassis parts and accessories included)	AID (2)
87.07.20	Accessories and parts (except those covered under heading 84.06.90)	AID (2)
87.11	Invalid carriages fitted with means of mechanical propulsion; other similar equipment.	
88.03	Accessories and parts for balloons, blimps (gliders), airships, airplanes and helicopters.	
90.07.15	Parts for photographic appliances (excluding bodies boxes and frames).	
90.07.20	Other instruments and appliances.	
90.07.30	Accessories and parts for other instruments.	
90.08	Only accessories and parts (excluding body, box and frame).	
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter, contact photo-copiers, reels for films, film spools and projection screens.	
90.14	Surveying and topography and land charting instruments, elevation reading instruments, photometric, hydrologic and navigation (sea, river and air), meteorologic, hydrologic and geophysic instruments and apparatus; compasses and telemeters.	
90.16	Only planimeters, micrometers and calibrated calipers.	
90.20	X-ray equipment, tubes, accessories and parts therefor.	
90.21	Instruments, apparatus and models designed solely for demonstration purposes, unusable otherwise (excluding atlas globes of up to 31 cm. diameter).	
90.22	Machines and appliances for mechanical testing of hardness, strength, compressi-	

Tariff Statis. No.	Description	Remarks
	bility, elasticity and similar properties of industrial materials	AID (2)
90.23	Densimeters, aerometers, alcoholometers and the like (excluding plastic or wooden decorative and ornamental instruments or those which are combined with such).	
90.24	Only instruments and apparatus for measuring, controlling and regulating liquids and gases, or for automatic temperature control; temperature measuring instruments for central heating installations and the like.	
90.26.20	Liquid meters (excluding water bulk meters of 1 in. and less.	
90.26.30	Gas meters.	
90.27	Other meters and counters, speedometers, taximeters, stroboscopes.	
90.28	Electrical and electronic instruments and appliances used in measuring, testing, controlling, regulating and analyzing applications (excluding line tester types screwdrivers)	AID (2)
90.29	Accessories, parts and accessories usable in one or several of the instruments and apparatus within headings, 90.23, 90.24, 90.26, 90.27 or 90.28 (excluding graduated scales, coils and terminals and boxes, frames, covers for panel type instruments used for testing, checking, controlling, regulating or analyzing works covered under heading 90.28 and the upper and lower covers of electric counters, clamps covers and complete clamps, glass, current and voltage coils and electric numerators covered under heading 90.26).	
91.11	Other clock timepiece parts (excluding case, enclosure, frame and bezel).	
92.09	Strings for musical instruments.	
92.10	Parts and accessories for musical instruments, metronomes of all types, tuning forks, tuning whistles (excluding empty enclosures and other parts for musical boxes).	
92.12.41	Only educational records	Subject to permission of the Ministry of National Education.
92.12.43	Only record dies.	
96.02.10	Brushes used as machine parts.	
98.04	Pen nibs and nib tips.	
98.10.20	Accessories and parts for lighters and other igniters (excluding fuel compartments and outer cases).	

Note:

(1) If no statistical numbers are indicated against the Tariff headings included in these lists, all the statistical numbers indicated in the Tariff for the said heading and the goods to which they refer shall be deemed to be included in the said heading.

(2) If the descriptions of the goods included in these lists are not accompanied by the words 'only', 'excluding' and similar restrictive terms, all the goods included in the heading of the Tariff shall be deemed to be included in said description.

Remarks;

AID allocations:

AID (1) May be imported only from the United States with AID funds.

AID (2) Applications for the United States shall be paid out of AID funds, and for zones outside the United States from Turkish free foreign currency resources.

AID (8) Applications for the United States shall be paid out of AID funds and for zones outside the United States from Turkish resources. (Ferro-manganese (73.02.11) shall be paid for from Turkish free foreign currency resources.)

FRANCE

Amendments to customs tariff

THE FRENCH *Journal Officiel* of January 8, announced reductions, amounting to 10 per cent of the base date duty (January 1, 1957) in the French Customs Tariff on imports from other EEC countries, and a further move towards the alignment of the French tariff with the Common Market External Tariff, for imports of certain agricultural items from third countries in accordance with the conditions laid down under the Treaty of Rome. These measures take effect from January 10, 1966. The tariff headings covering the items affected by the further move towards the CET were listed in the *Moniteur Officiel du Commerce International* of January 12.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of December 31, 1965 (*Moniteur Belge* No. 13 of January 19, 1966), contains a list of goods (reproduced below) to be admitted free or at a reduced rate of import duty **during 1966** up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under a duty tariff quota may **not** be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force on January 1, 1966

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)
08.02 A I a 08.02 A II a	Seville oranges . .	—	60	—	6 (Jan. 1, 1966 to March 31, 1966) 4·5 (April 1, 1966 to October 15, 1966) 6 (Oct. 16, to Dec. 31, 1966)
08.04 B I	Grapes dried, in packages of a net weight of not more than 15 kg . .	221	232*	2·4	2·4
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials . .	25	20	1·8	2·5
76.01 A	Unwrought aluminium .	26,000	35,000	5	5
77.01 A	Unwrought magnesium .	450	580	Free	1·5
78.01 A	Unwrought lead . .	6,000	6,000	Free	Free
ex 78.01 A	Unwrought lead, containing in weight at least 0.03% of silver and destined for refining ('work lead') . .	4,000	4,000	Free	Free

* Quota for the period from January 1, 1966, to November 30, 1966 (inclusive).

A BELGIAN Ministerial Order of January 9, 1966, also published in *Moniteur Belge* No. 13 of January 19, contains an **addition** to the list of goods to be admitted at a reduced rate of import duty during 1966 up to an annual quota specified against each item when imported from **non-EEC** countries.

The Order came into force with retroactive effect from January 1, 1966.

ADDITION

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)	OLD (Prior to Jan. 1, 1966)	NEW (From Jan. 1, 1966)
73.05 A	Iron and steel powders .	1,300	1,080	2	2·9

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of January 14, page 104.

BAKER BRITT AND COMPANY LIMITED
SHIPPING & FORWARDING AGENTS
Propeller Group
HEAD OFFICE: 104 ST. KATHARINE'S WAY LONDON, E.1 Phone: ROYAL 8874

AUSTRIA

Import duty on chocolate

THE *Board of Trade Journal* of January 8, 1965, published a notice to the effect that as from January 1, 1965, the Austrian tariff rate on the import of chocolate (ex. 18.06 – chocolate, solid in blocks, bars and other forms) from EFTA member countries and Finland was to be reduced to 11 per cent.

The Austrian Bundesgesetzblatt has now published an Order which continues to apply the reduction in duty for the period December 31, 1965, to December 30, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

ITALY

General turnover tax

THE ITALIAN GOVERNMENT have published the text of a Ministerial Decree dated December 21, 1965, giving the rates of Turnover Tax (IGE) paid on a 'once only' basis on a number of commodities (the General Turnover Tax is normally levied at each stage through the cycle of manufacture). The rates, which take into account the 20 per cent increase in the general rate of Turnover Tax introduced in November 1964, show no change from those introduced in 1965 (see *Board of Trade Journal* for February 12, 1965, page 359).

Details can be obtained from Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449, 450).

PORTUGAL

Drawback of import duty on steel wire

THE PORTUGUESE *Diario do Governo*, First Series, No. 293, of December 28, 1965, authorized the importation under the drawback system of steel wire of over 80 kg./mm² resistance, classified under headings 73.14.02 and 73.14.03 of the Customs Tariff, destined for the manufacture of any type of springs.

For every 100 kg. (net weight) of springs exported, the duties on an equivalent amount of steel wire imported shall be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 460 and 462).

SPAIN

Public works contracts

IN THE *State Gazette* of December 25, 1965, the Spanish authorities announced regulations governing the participation of foreign firms in contracts for Public Works and works for autonomous organizations.

A translation of the relevant decree can be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3476). Please quote reference number CRE 9161/1963.

IRISH REPUBLIC

Importation of onion seed

THE MINISTER for Agriculture and Fisheries in the Irish Republic has made an Order entitled the Stem and Bulb Eelworm Order, 1966. The effect of the Order which came into operation on January 17, is to prohibit the importation of onion seed except from Northern Ireland or under licence, to which conditions may be attached.

CANADA

'Not made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of 'a class or kind not made in Canada':
Mercury Chloride (ous) (Calomel).

Correction:

The ruling relating to Caffeine Citrate (effective January 11, 1966), published in the *Board of Trade Journal* dated January 21, 1966, should have read 'Of a class or kind *not* made in Canada'.

Marking of imported goods

THE FOLLOWING amendments to the Canadian Marking of Imported Goods Order, published in full in the *Board of Trade Journal* of February 21, 1964, with amendments on February 26 and April 9, 1965, have been made with effect from January 13, 1966, except where otherwise indicated. Additions are shown in italics and deletions indicated by square brackets.

Paragraph 4

(8) Cigar and Cigarette Lighters, *except Lighters for Incorporation into Motor Vehicles* [except Lighters provided for in Tariff item 438c] shall be marked by etching, die-stamping or engraving.

(22) Razor Blades (Safety Type) shall be marked on each blade by etching, die-stamping or engraving or on the paper wrapper in which imported and sold to the ultimate purchaser. *When razor blades are imported in dispensers, the dispensers must also be marked by etching, die-stamping or engraving.*

*(28) *Chrome Plated Ware and Utensils for use in serving food and beverages including: serving dishes, sandwich servers, pie servers, cocktail shakers, jiggers, ice tongs, bottle and can openers, cork pullers, ice buckets, etc. shall be marked by etching, die-stamping or engraving.*

Paragraph 5

(2) Copper Tubing imported in straight lengths for plumbing purposes shall be marked by coloured printing ink at intervals of not more than 36 inches; soft temper tubing imported in coils for plumbing purposes shall be marked by coloured printing ink or by die-stamping *at intervals of not more than* 36 *inches.*

Paragraph 6

(2) Athletic Gloves and Mitts, including Baseball and Hockey

Robert Hough
WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488
RH
ESTABLISHED
1860
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Gloves and Mitts shall be marked by being die-stamped on the palm of the glove or mitt in letters of a contrasting colour not less than one-eighth of an inch in height *or by means of a woven label in contrasting colour sewn into the stitching of the article in a conspicuous place.*

*Effective April 1, 1966.

Tariff board hearing on precision instruments and apparatus

THE CANADIAN Tariff Board has been directed by the Minister of Finance to make a study and report on tariff items 43125-1, 43130-1, 43130-2, 43150-1 and 43155-1, relating to engineering, surveying and drafting precision instruments and apparatus and to machinists' or metal workers' precision tools and measuring instruments, and on such other items which the Board considers relevant to its inquiry. If the Tariff Board's study should indicate that amendments to the Customs Tariff are desirable they are asked to prepare a revised schedule of tariff items with recommendations as to rates of duty.

Notification of the dates and places of the public hearing will be given in due course.

Where United Kingdom trade organizations are thought to be interested in this reference they are being informed and it is suggested that any British firm desiring to make representations to the Canadian Tariff Board and belonging to a trade association should get in touch with that body in the first instance. Firms proposing to make independent representations to the Tariff Board and desiring further information should address their inquiries to the Commercial Relations and Export Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1, (Tel. Abbey 7877, Ext. 2629), quoting reference CRE 172/66.

The full text of the above tariff items is as follows:

Tariff Item	Description	Import Duty BP	Import Duty MFN
43125-1	Machinists' or metal workers' precision tools and measuring instruments, viz.: Calipers, micrometers, metal protractors and squares, bevels, verniers, gauges, gauge blocks, parallels, buttons, mercury plumb bobs, dividers, trammels, scribers, automatic centre punches, hand speed indicators, straight edges, key seat clamps and other clamps and vices used by toolmakers for precision work, precision tools and measuring instruments, n.o.p.; parts of all the foregoing, finished or not	Free	9%
43150-1	Geophysical surveying precision instruments and equipment for use exclusively in prospecting for, or in the exploration and development of, petroleum, natural gas, water wells and minerals, or for geophysical studies for engineering projects, including the following: Magnetometers; gravity meters and other instruments designed to measure the elements, variations and distortions of the natural gravitational force; field potentiometers, meggers, non-polarizing electrodes, and electrical equipment for making measurements in drill holes; instruments and equipment for seismic prospecting; geiger muller counters and other instruments for radioactive methods of goephysical prospecting; electrical and electronic amplifying devices and electrical thermostats designed to be used with any of the foregoing; sodium iodide crystals, thallium activated, in rough cut blanks, when imported to be manufactured into parts for use in instruments for prospecting; all the foregoing of a class of kind not made in Canada, and parts, tripods and fitted carrying cases for any of the foregoing	Free	Free
43155-1	Photogrammetric instruments and equipment for use in the interpretation of photographs and in the preparation of maps and plans from photographs, including the following: stereoscopes, binoculars for use with stereoscopes, parallax bars, height finders, contour finders, sketchmasters, slotted template equipment and accessories for use with any of the foregoing; stereoscopic plotting instruments and equipment of either optical-mechanical or projector type, including such accessories as plotting and tracing tables whether electrically, mechanically or remotely operated, optical instruments for preparing diapositive plates, voltage regulators and electrical transformers, cooling systems, lamps, spectacles, filters, height gauges, principal point selectors and other components for use with the foregoing equipment; all the foregoing of a class or kind not made in Canada and parts and fitted carrying cases for any of the foregoing	Free	5%
43130-1	Engineers', surveyors' and draughtsmen's precision instruments and apparatus, namely: Alidades; Altazimuth surveying instruments; Aneroid barometers, engineering, military and surveying; Boards, military sketching; Clinometers; Compasses; Cross staff heads; Curves, adjustable, irregular, railroad and ship; Curvimeters; Dipping needles; Drafting instruments of all kinds, including fitted cases containing the same; Draughting machines; Geodimeters; Heliographs; Integrators; Levels, tripod and hand or pocket types; Liners, section; Meters, portable for hydraulic engineering; Pantographs; Parallel rules; Parallel ruling attachments; Pedometers and paceometers; Plane tables, military and topographic; Planimeters; Poles, ranging; Prisms, angle; Protractors; Rods, levelling; Scales, flat and triangular; Sextants, box; Slide rules; Splines; Straight edges, steel or wooden; Tacheometers; Tallying machines, pocket; Tee squares, steel or wooden; Telemeters; Theodolites; Transits, tripod and hand or pocket types; Triangles of all types; Tripods for use with any of the foregoing instruments; Parts of all the foregoing.	Free	9% 5%
43130-2	Slide rules (GATT)		

UNITED STATES

Pipe wrenches - marking

THE UNITED STATES Bureau of Customs has ruled that effective as to entries for consumption or withdrawals from warehouse for consumption made on or after February 1, pipe wrenches shall not be considered to be properly marked to indicate the country of origin unless the marking appears in a location where it cannot be concealed by adjustments of the movable hook jaw part of the wrench. The marking will not be considered to be sufficiently permanent unless it is in raised letters, die stamped or applied to the wrench in some other permanent manner.

Import of hair products from the UK

THE UNITED STATES Foreign Assets Control Regulations impose restrictions on certain imports for the purpose of preventing the sale to the United States, directly or indirectly, of products of Communist China, North Korea and North Vietnam.

Foreign Assets Control have now given notice that as from February 10, 1966 hair products, which include hair pieces, wigs, wiglets, welted wiglets, chignons, switches, beards, moustaches and eyelashes will be permitted entry into the United States only when an appropriate certificate of origin has been obtained. The certificate should establish the absence of mainland Chinese, North Korean or North Viet-Namese hair in the certified product and that it was made in the United Kingdom

Exporters wishing to export such products to the United States should apply to HM Customs and Excise (Section 8), King's Beam House, Mark Lane, London, E.C.3, for information about the procedure necessary for certification. All other inquiries about the Foreign Assets Control Regulations should be addressed to Commercial Relations and Exports Department, Board of Trade (USA), 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

Duty reductions on stainless steel flatware and clinical thermometers

NOTICES in the *Board of Trade Journal* dated April 30, 1965, and June 18, 1965, respectively, reported the conclusion of United States Tariff Commission investigations of imports of stainless steel flatware and clinical thermometers to determine the probable economic effect on the domestic industry of restoring trade agreement duty concessions.

Following these reports, the President has now issued Proclamations modifying the tariff quota on imports of flatware and terminating the increased rate of duty on clinical thermometers, viz.:

(*Continued on next page*)

We have been shipowners for more than a century: we have a fast modern fleet of cargo liners serving WEST INDIES, BRITISH GUIANA, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool, 2, and Fountain House, Fenchurch Street, London, E.C.3.

UNITED STATES, *continued*

Certain types of stainless steel flatware

The quota subject to trade agreement rates of duty is increased from 69 million to 84 million single units. In addition the *over*-quota rates of duty are reduced as follows:

	Within-quota Imports	Over-quota imports	
	Trade Agreement Rate	Old Rate	New Rate
Spoons	17% *ad val.*	60% *ad val.*	40% *ad val.*
Knives and forks (chrome steel)	1c each + 12·5% *ad val.*	3c each + 67·5% *ad val.*	3c each + 15% *ad val.*
Knives and forks (nickel steel)	1c each + 17·5% *ad val.*	3c each + 67·5% *ad val.*	3c each + 20% *ad val.*

The increased quota and the new duties apply to articles entered, or withdrawn from warehouse, for consumption on or after November 1, 1965.

Certain types of clinical thermometers

The increased duty of 85 per cent *ad valorem* which has been in effect since 1958 has been terminated and replaced by the trade agreement rate of 42.5 per cent *ad valorem*; the new rate applies to articles entered, or withdrawn from warehouse, for consumption, on or after January 7, 1966.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether **roll formed steel roof purlins and ancillary fittings** should be declared 'approved products' for the purposes of the Jamaica Industrial Incentives Law, 1956.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

BRITISH GUIANA

Customs tariff

THE PROVISO in Part I of the First Schedule to the British Guiana Customs Ordinance (under which the Comptroller may allow the entry of certain articles at special rates and subject to certain conditions) has been further amended by the addition of the following new item:

	Rate of Import Duty	
	Preferential Tariff	General Tariff
Tissue paper and wood pulp for use in the manufacture of toilet paper and sanitary napkins provided that the Comptroller is satisfied that they will be used solely for that purpose	2%	5%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

GUATEMALA

Shipping documents

HM CONSULATE in Guatemala City reports that the Guatemalan authorities have further extended until April 30, 1966, the period during which Customs fines will not be levied for non-legalization of shipping documents.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
V	27	Dehydrated potatoes, in fritters, flour or chips	Free
IX	45/53	Ammonium sulphate	17
	46	Chloramphenicol in sterile ophthalmic aplicaps: Tricomycin, its salts and compounds, in capsules, tablets, vaginal suppositories and ointments.	
XI	60	Equipment and machinery for the poultry industry	15
		Industrial poultry killing apparatus and spare parts	15
XIII	73	Special ski boots	Free
	79	Alter the item: 'Pieces and parts of radiotelephonic receiving sets, except tubes, chassis, cabinets . . .' to read: Parts, pieces and components of radio-receiving sets, television sets, and record players, with or without built-in amplifiers, whether transistorized or not.	
		Cabinets, accessories and ornamental parts:	
		Wooden, metallic or plastic cabinets	400
		Frames	400
		Screens, metallic, plastic or of any other material	400
		Hinges	400
		Grids, wooden, metallic or of plastic material	400
		Front pieces and covers	400
		Protecting bevelled edges and glass and plastic protectors	400
		Glass dials and those of plastic or metallic material, with needles	400
		Knobs	400
		Fabrics for grids	400
		Protecting covers	400
		Baffles for loudspeakers and sound boxes in general	400
		Ornaments or other metal accessories of wood, glass, plastic or rubber	400
		Chassis, mechanical and electro-mechanical parts and pieces:	
		Metal chassis in general	400
		Printed circuits with elements	400
		Separators, except those of ceramic material	400
		Corner braces	400
		Clips	400
		Shields of all types for tubes	400
		Cable ends and other chassis conducting and connecting parts	400
		Mounting material	400
		Flat washers of metal or insulating material, other than ceramic	400
		Spindles of all types	400
		Sleeves	400
		Nuts	400
		Bolts	400
		Screws	400
		Rivets	400
		Pulleys	400
		Rubber pieces in general	400
		Plastic pieces in general	400
		Round wire springs	400
		Bridge connections	400
		220-volt line plugs	400
		Bells, polar connections and frames of loudspeakers	400
		Outdoor aerials for radio FM and FV except the telescopic types	400
		Plates for record players	400
		Coverings for plates	400
		Arms for record players	400
		Platforms and bases for record players	400
		Axles for 33 and 45 rpm	400
		Electronic parts and components:	
		Transformers and inductances with sheet metal walls, such as:	
		Filtering inductances	400
		Power transformers	400
		Interstage audio-frequency transformers	400
		Input and output audio-frequency transformers	400
		Output transformers for use in vertical deflection circuits in television sets	400
		Electrolytic capacitors (single, or double, for high or low tensions)	90
		Variable capacitors (tandem, trimmers and padders)	90
		Fixed capacitors (mica, paper or ceramic)	90
		Fixed resistances of all types	90
		Wire or coil resistances, coated or uncoated, with or without by-passes	90
		Transistors	90
		Microphones in general (without stands)	90
		Loudspeakers and circular or elliptical voice amplifiers of dimensions from 3½ to 12 ins.	400
		Other elements:	
		Plastic tubes	400
		Feed cables and wires (parallels), connecting coaxials for RF of 200 ohm parallel lines, resistance wires and armoured cables	400
		Packing cases	400
		Pieces and parts of radio-receiving sets, except those itemized.	90
81		Sports goods included under any other heading of the List	Free

Import regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 373, which took place on December 20, the Executive Committee of the Central Bank added the following items to the list of goods which were published in the *Board of Trade Journal* dated January 14, 1965, page 100. In that the Superintendent of Banks issued instructions to the effect that letters of credit are not to be opened in the respect of the following:

Section	Group	Item
XII	66	Pieces and parts of motor vehicles, and as regards the so-called free and privileged zones only, all items which do not figure on the List of Permitted Imports, except foodstuffs.

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 3331 of the Ministry of Finance, which was promulgated in the *Official Gazette* on December 29, the customs duties and *ad valorem* tax on sulphur (Customs Item Nos. 431 and 783) were suspended until December 31, 1966.

PERU

Amendment to import tariff

HM EMBASSY in Lima has reported that by Law No. 15774 of December 6 a charge of 8 per cent *ad valorem* has been imposed on imports granted duty exemption. Basic foodstuffs, medicines, paper for printing and books and imports for diplomatic missions, the press, radio and television are exempted from the provisions of this law.

Developers:
E. Alec Colman Investments Ltd.

PRESTIGE BUILDING
& LANDMARK

STATION HOUSE
STONEBRIDGE PARK
WEMBLEY

outstanding building
of 21 floors

with a total floor area of
sq. 170,000 ft.

Situated at the junction of Harrow Road and the North Circular—two major road routes with easy access to M1 — 9 miles Londor Airport Adjoining Stonebridge Park Tube Station (Bakerloo Line).

EXCELLENT LIGHTING • OIL FIRED HEATING • HIGH SPEED LIFTS
PARKING FOR 410 CARS

POSSESSION EARLY 1966

HEALEY & BAKER
29 St. George Street, Hanover Square,
London, W.1 MAYfair 9292

CYRIL M. ABELSON
F.R.I.C.S., F.A.I.
23 Albemarle Street, W.1
HYDe Park 9797

AUSTRALIA

Decimal currency Customs Tariff

ON FEBRUARY 14, 1966, Australia will change over to decimal currency and the adoption of the new currency will entail the expression of Customs Tariff rates, other than *ad valorem* duties, in dollar terms.

To take account of the currency change a revised Customs Tariff will be introduced on February 14, the object of which will be to express specific rates of duties in terms of dollars and cents.

In addition monetary amounts on all Customs forms will need to be shown in decimal currency with effect from the date given above.

Conversion of the existing Australian currency into the new decimal currency can be undertaken with the aid of the table given below:

£A1	=	$2 Australian
10/-	=	$1 Australian
1/-	=	10 cents
11d	=	9 cents
10d	=	8 cents
9d	=	8 cents
8d	=	7 cents
7d	=	6 cents
6d	=	5 cents
5d	=	4 cents
4d	=	3 cents
3d	=	2 cents
2d	=	2 cents
1d	=	1 cent

A copy of the decimal currency Australian Customs Tariff is available for inspection by British exporters in Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468 or 469). (Telex 25977).

Any inquiries on this matter should be addressed to Export Services Branch at the address given above.

Decimal currency

A NOTICE in the *Board of Trade Journal* of January 28, 1966, referred to the conversion of pounds sterling to Australian dollars. This is done by multiplying pounds sterling by two-and-a-half and to avoid confusion the following should be substituted for the final sentence of that notice:

To convert to Australian dollars pounds sterling should be multiplied by two-and-a-half, but this cannot be applied to convert shillings and pence to dollars and cents.

NEW ZEALAND

Import Licensing Schedule

A SUMMARY of the New Zealand 1965/66 Import Licensing Schedule was given in the *Board of Trade Journal* on April 16, 1965, page 864. The New Zealand Customs Department has now announced further amendments to this schedule. These amendments are now available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). The main changes are as follows:

(1) *Item Code* 66.43 *Glass imitation precious and semi-precious stones, etc.* The allocation has been increased from 110 per cent 1964/5 licences to 120 per cent 1964/5 licences.

(2) *Item Code* 69.22. *Wooden tools and tool bodies, nail files of abrasive coated paper or cloth on a backing; other tools for use in the hand or in machines.* The allocation has been increased from 100 per cent 1964/5 licences to 120 per cent 1964/5 licences.

(3) *Item Code* 86.22. *Revolution counters etc., surveying etc. instruments, balances, drawing, marking out, etc. instruments, etc.* The allocation has been increased from 100 per cent 1964/5 licences to 110 per cent 1964/5 licences.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to hold a public inquiry regarding the manufacture

DO YOUR MARKETS INCLUDE AUSTRALIA?

If not, we shall be glad to send you either or both these booklets and additional information will gladly be given.
Booklets are also available on Migration, Investment, and Travel.

The Bank of Adelaide

(Incorporated in 1865 in Australia with Limited Liability)

LONDON OFFICE: 11 LEADENHALL STREET EC3 · TELEX 23140 · TELEPHONE: MANsion House 2993
HEAD OFFICE: ADELAIDE · SOUTH AUSTRALIA
Other principal offices in Australia: BRISBANE, MELBOURNE, PERTH, SYDNEY

of certain odoriferous compounds in New Zealand involving consideration of the tariff and import licensing as affecting mixtures of essential oils covered by the following items:

Item No.	Tariff and Statistical Items	Rates of Duty: British Preferential	Australian Agreement	Canadian Agreement	Most-Favoured-Nation	General Tariff
	Mixtures of two or more odoriferous substances (natural or artificial), and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, food, drink, or other industries:					
551.230.1	Mixures of natural essential oils .	Free	..	..	..	Free
551.230.2	Mixtures of natural and synthetic essential oils; mixtures of synthetic esters and ethers .	Free	..	..	..	20%
551.230.9	Other kinds (other than spirituous) .	25%			45%	50%

The following concessionary entry under Part II of the New Zealand Customs Tariff is also affected:

551.230.9	Mixtures of synthetic odoriferous substances and mixtures of synthetic odoriferous substances with natural essential oils, whether or not containing fixatives, but not containing alcohol or other solvents.	Free	..	..	..	20%

The public inquiry will take place in Wellington on April 19, 1966. Typewritten statements of evidence (12 copies) should be lodged with Mr. F. E. Beaufort, secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, April 5, 1966. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The British Essence Manufacturers' Association and the Flavouring Compounds Manufacturers' Association have been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 298/66.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

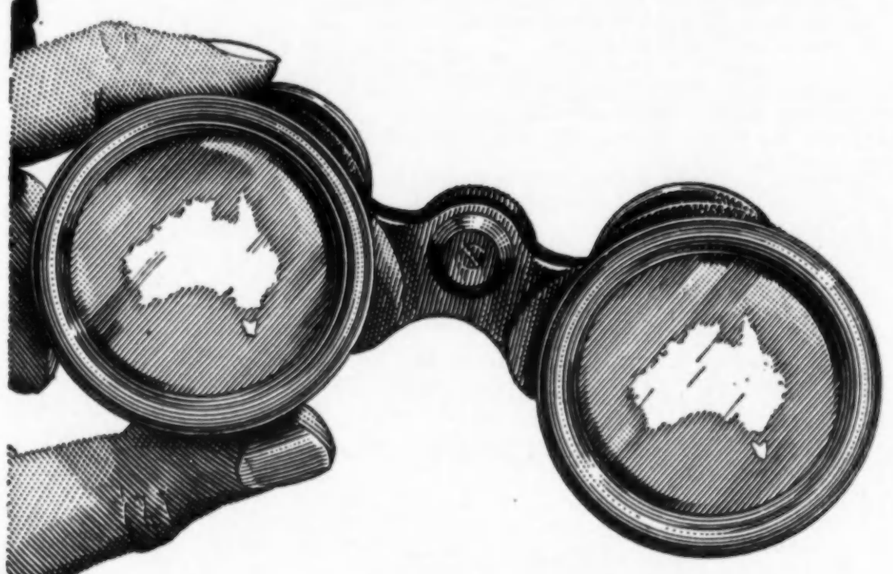
TONGA

Lifting of import restrictions

UNDER THE Foreign Exchange Control Regulations, 1965, the Government of Tonga has lifted the restrictions (see *Board of Trade Journal* of April 30, 1965, page 979) on the importation of Tobacco and Soap as from December 1, 1965.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

With AUSTRALIA in view...



you may need information on one or more of the following:

* EXPORT OR IMPORT CREDITS
* EXCHANGE TRANSACTIONS
* COMMERCIAL INTELLIGENCE
* MARKET RESEARCH
* TRAVEL ARRANGEMENTS

A copy of our booklet 'Australia—Prospect, Progress, Potential' will be sent on request.

E. S. & A. BANK

The English, Scottish and Australian Bank Limited

Head Office:
55 GRACECHURCH STREET, LONDON, EC3

Chief Office in Australia:
287 COLLINS STREET, MELBOURNE

500 Offices in Australia
Agents and Correspondents throughout the World

PHILIPPINES

Tariff changes

By a Presidential Executive Order the following amendments have been made to the Philippine tariff. They came into effect on January 13, 1966. Additions to the text are in italics, square brackets indicate deletions.

Tariff Heading No.	Description	New Rate of Duty	Old Rate of Duty
11.01	Cereal flours:		
	A. Wheat flour:		
	1. Bakery flour . . . ad val.	15%	g.w. 100 kgs. P2·50
	2. Specialty flour . . ad val.	25%	
	3. Other . . . g.w., 100 kgs.	P2·50	
18.05	Cocoa powder, whether or not sweetened *ad val.*	60%	50%
20.04	Fruits, fruit peels and parts of plants preserved in sugar (drained, glace or crystallized):		
	A. *Citrus and citrus peels . ad val.*	100%	75%
	B. Other . . . . ad val.	75%	75%
20.05	Jams, fruits, jellies, marmalades, fruit puree and fruit pastes, being cooked preparations of fruit, whether or not containing added sugar . . . . . *ad val.*	150%	75%
25.01	Common salt (including rock salt, sea salt and table salt); pure sodium chloride; salt liquors; sea water . . . *ad val.*	100%	
	[A. Crude salt		100%
	B. Other]		25%
28.17	Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash); peroxides of sodium and potasium:		
	A. Sodium hydroxide (caustic soda), commercial . . . g.w., 100 kgs.	P20·00	g.w. 100 kgs. P10·00
29.23	Single or complex oxygen-function amino-compounds:		
	B. Glutamic acid . . . n.w., kg. or ad val.	P2·40 40%	10%
	C. Other. . . . . *ad val.*	15%	
32.13	Writing ink, printing ink and other inks:		
	B. Printing ink . . . ad val.	60%	20%
	C. Other. . . . . *ad val.*	20%	
38.11	Disinfectants, insecticides, fungicides, weed killers, anti-sprouting products, rat poisons and similar products:		
	A. Mosquito coils (including premixed mosquito coil powder . . ad val.	40%	10%
	B. Other . . . . ad val.	10%	
38.19	Chemical products and preparations of the chemical and allied industries (including those consisting of mixtures of nature products) not otherwise provided for; residual products of the chemical and allied industries, not otherwise provided for:		
	A. Battery oxides . . . ad val.	50%	10%
	B. Other . . . . ad val.	10%	
39.01	Condensation and polycondensation products, whether or not modified or polymerized:		
	B. Fibreglass-reinforced corrugated and flat sheets. . . . . ad val.	70%	20%
	C. Other. . . . . *ad val.*	20%	
39.02	Polymerization products:		
	B. Polyvinyl chloride in sheets and strips, pipes, tubes and other extruded shapes ad val.	50%	20%
	C. Fibreglass-reinforced corrugated and flat sheets. . . . . ad val.	70%	
	D. Other . . . . . *ad val.*	20%	
40.11	Rubber tyres and tubes for vehicles and aircraft:		
	C. For trucks and tractors . . *ad val.*	45%	30%
40.14	Other articles of unhardened vulcanized rubber:		
	B. Rubber stoppers for pharmaceutical vials ad val.	25%	50%
	C. Other. . . . . *ad val.*	50%	
42.01	Saddlery and harness . . *ad val.*	100%	70%
47.01	Pulp derived by mechanical or chemical means from any fibrous vegetable materials:		
	A. In rolls or sheets:		
	1. Perforated . . . ad val.	12%	10%
	2. Not perforated . . ad val.	50%	
	B. Other . . . . ad val.	12%	
48.01	Paper and paperboard (including cellulose wadding); machine made:		
	A. Paper:		
	2. Bookpaper . . . *ad val.*	30%	5%
	6. Kraft paper . . . *ad val.*	80%	50%
	8. *Carbonizing tissue paper and stencil tissue paper stock . . ad val.*	15%	25%
	9. Other . . . . *ad val.*	65%	25%
	B. Paperboard:		
	1. Kraftboard . . . *ad val.*	65%	25%
48.04	Composite paper or paperboard (made by sticking flat layers together), not surface-coated or impregnated, whether or not internally reinforced:		
	A. Paper:		
	1. *Asphalt laminated:*		
	a. Internally reinforced with fibre or other material . . ad val.	25%	25%
	b. Other . . . ad val.	50%	
	2. Other . . . . *ad val.*	40%	
48.07	Coated (including surface-coloured, decorated or printed) or impregnated paper and paperboard in rolls or sheets, not being printed matter falling within Chapter 49:		
	A. Carbon paper and stencil sheets ad val.	50%	
	[A. Carbon paper. .		30%
	B. Stencil sheets]		50%
	B. Plastic impregnated or plastic coated paper and paperboard simulating leather, for use in the manufacture of shoes, bags and the like. . . . ad val.	60%	25%
	C. Gummed Kraftpaper . . ad val.	50%	
	D. Other . . . . *ad val.*	25%	
48.13	Carbon and other copying papers (including typewriting stencils), cut to size, whether or not put in boxes:		
	A. Stencil sheets:		
	1. Valued at *P4·00* [P1·80] or less per 24 sheets . . . . 24 sheets and *ad val.*	P1·00 60%	P0.80 60%
	2. Valued at more than *P4·00* [P1·80] per 24 sheets . . *ad val.*	50%	30%
	B. Carbon paper:		
	1. *Carbon paper (whether or not combined with master paper) for producing master copies for use in spirit duplicating machines . . . ad val.*	25%	
	2. Other . . . . *ad val.*	90%	25%
48.16	Boxes, bags and other packing containers, of paper or paperboard . . *ad val.*	90%	80%
55.08	Terry towelling and similar terry fabrics, of cotton . . . . . *ad val.*	75%	60%
59.01	Wadding and articles of wadding: textile flock and dust and mill neps:		
	A. Wadding and articles of wadding:		
	1. Sanitary towels and napkins *ad val.*	70%	40%
	2. *Wadding in the piece, of the kind used padding, mattresses and the like ad val.*	50%	25%
	3. Other . . . . *ad val.*	25%	
	B. Textile flock and dust and mill neps ad val.	50%	20%
	C. Other. . . . . *ad val.*	20%	
59.04	Twine, cordage, ropes and cables, plaited or not:		
	B. Of cotton or other vegetable textiles:		
	1. *Not exceeding 6 mm. in diameter ad val.*	50%	25%
	2. Other . . . . *ad val.*	25%	
	C. Of staple type man-made textile:		
	1. *Not exceeding 6 mm. in diameter ad val.*	50%	25%
	2. *Other . . . . ad val.*	25%	
	D. Other . . . . ad val.	25%	
59.05	Nets and netting made of twine cordage or rope, and made-up fishing nets of yarn, twine, cordage or rope:		
	A. Made-up fishing nets of cotton yarns or twine; and nettings made of cotton twine ad val.	80%	60%
	B. Other . . . . ad val.	60%	
59.07	Textile fabrics coated with gum or amylaceous substances, of the kinds used for the outer covers of books and the like; tracing cloth; prepared painting canvass; buckram and similar woven fabrics for hatshapes and similar uses:		
	A. Textile fabrics coated with gum or amylaceous substances, of the kind used for the outer covers of books and the like; buckram . . . . . ad val.	40%	25%
	B. Other . . . . ad val.	25%	
59.08	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials:		
	A. Cotton or other staple type textile ad val.	50%	25%
	B. Other . . . . ad val.	25%	
59.09	Textile fabrics coated or impregnated with oil or preparations with a basis of drying oil *ad val.*	50%	30%
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted articles:		
	A. Cotton or other staple type textiles ad val.	60%	30%
	B. Other . . . . ad val.	30%	
64.02	Footwear with outer soles of leather, composition leather, rubber or artificial plastic material, other than footwear falling within heading No. 64.01:		
	A. Footwear with uppers of leather, of a length (front of sole to heel tip) not less than 22 centimetres . pair or ad val.	P15·00 100%	Pair P4·00 or *ad val.* 60%
	B. Footwear with uppers of canvas fabrics and outer soles of rubber, of a length (front of sole to heel tip) not less than 22 centimetres . . . pair or ad val.	P8·00 100%	Pair P4·00 or *ad val.* 60%
	C. Other . . . . pair or ad val.	P4·00 100%	
64.03	Footwear with outer soles of wood or cork pair or *ad val.*	P10·00 100%	Pair P2·00 or *ad val.* 50%
66.01	Umbrellas and sunshades (including walking stick umbrellas), and garden and similar umbrellas:		
	A. Ordinary umbrellas designed to be carried in the hand:		
	1. With 10 or more ribs:		
	a. Folding umbrellas . Dozen or ad val.	P36·00 100%	*ad val.* 75%
	b. Other . . . Dozen or ad val.	P24·00 100%	
	2. With less than 10 ribs . Dozen or ad val.	P22·00 100%	
	B. Other . . . . ad val.	75%	
66.03	Parts, fittings, trimmings and accessories of articles falling within heading No. 66.01 or 66.02:		
	A. Frames of base metal, assembled or unassembled, for use in ordinary umbrellas designed to be carried in the hand except those for use in folding umbrellas:		

Tariff Heading No.	Description	New Rate of Duty	Old Rate of Duty
	1. *With* 10 *or more ribs* . Dozen	P7·00	
	or *ad val.*	80%	
	2. *With less than* 10 *ribs* . *ad val.*	80%	*ad val.* 50%
	B. Shafts; ribs and/or stretchers; of base metals, for use in umbrellas designed to be carried in the hand except those for use in folding umbrellas *ad val.*	75%	
	C. Other . . . . *ad val.*	50%	
68.14	Friction material of a kind suitable for brakes, for clutches or the like:		
	A. Brake linings for motor vehicles except for motor cycles . . *ad val.*	40%	35%
	B. Clutch facings . . . *ad val.*	30%	15%
	C. Other. . . . . *ad val.*	15%	
69.07	Unglazed setts, flags and pavings, hearth and wall tiles. . . . . *ad val.*	120%	40%
69.08	Glazed setts, flags and paving, hearth and wall tiles:		
	A. Wall tiles, glazed . g.w., 100 kgs.	P48·00	g.w. 100 kgs. P24·00 or *ad val.* 100%
	or *ad val.*	200%	
	B. Other . . . g.w., 100 kgs.	P24·00	
	or *ad val.*	100%	
69.10	Sinks, Wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings:		
	A. Water closet pans (bowls and tanks) *ad val.*	40%	20%
	B. Sinks and wash basins, with inside water depth not exceeding 18 cm. measured from the metal outlet fittings to overflow *ad val.*	60%	
	C. Other. . . . . *ad val.*	20%	
70.01	Waste glass (cullet); glass in the mass (excluding optical glass) . . *ad val.*	50%	10%
70.04	Unworked cast or rolled glass (including flashed or wired glass) whether figured or not, in rectangles . . . . *ad val.*	40%	25%
70.06	Cast, rolled or sheet glass (including flashed or wired glass), in rectangles, surface ground or polished, but not further worked *ad val.*	45%	30%
70.07	Cast, rolled or sheet glass (including flashed or wired glass), whether or not surface ground or polished, cut to shape other than rectangular shape, or bent or otherwise worked (edge worked, engraved and the like); multiple-walled insulating glass; leaded lights:		
	A. Multiple-walled heat or sound insulating glass and leaded lights . *ad val.*	10%	10%
	B. Other. . . . . *ad val.*	80%	50%
70.08	Safety (laminated) glass and toughened glass, whether or not shaped or otherwise worked *ad val.*	70%	50%
70.11	Glass bulbs and glass envelopes (including tubes) for electric lamps, for electronic valves and the like:		
	A. Glass bulbs for television picture tubes *ad val.*	10%	15%
	B. Other . . . . *ad val.*	15%	
70.20	Glass fibre, yarns, fabrics, and articles thereof:		
	A. Glass fibre chops or chop strands and non-woven mats . . . *ad val.*	35%	15%
	B. Other . . . . *ad val.*	15%	
73.10	Bars and rods (including wire rod) of iron or steel, hot-rolled, forged or cold-finished (including precision-made); hollow mining drill steel:		
	C. Wire rods, coated or not coated (excluding wire rods for manufacture into welding electrode when imported directly by welding rod manufacturers) g.w., 100 kgs.	P12·00	40%
	or *ad val.*	60%	
73.13	Sheets and plates of iron or steel, hot-rolled or cold-rolled:		
	A. Coated or plated:		
	1. *Galvanized sheets:*		
	a. With gauges ranging from 16 *to* 36 *ad val.*	75%	
	b. Other . . . *ad val.*	15%	
	2. Tinplates:		
	a. Hot-dipped . . *ad val.*	40%	40%
	b. Electrolytic . . *ad val.*	40%	
	3. *Other* . . . . *ad val.*	15%	40%
73.14	Iron or steel wires, single strand, whether or not coated, but not insulated g.w., 100 kgs.	P16·00	
	or *ad val.*	75%	
	[A. Not coated		*ad val.* 75% or 100 kgs. P15·00 15%
	B. Other:		
	1. Nailwire.		
	2. *Other*]		
73.15	Alloy steel and high carbon steel in the forms mentioned in headings numbered 73.06 to 73.14:		
	A. Strips of stainless steel . . *ad val.*	10%	10%
	B. In the forms mentioned in headings 73.10 C *and* 73.14:		
	1. *High carbon steel wire when imported directly by wire rope manufacturers certified as such by both the National Economic Council and the Tariff Commission:* . . . . *ad val.*	10%	
	2. *Other* . . . . *ad val.*	50%	10%
	C. Other . . . . *ad val.*	10%	
73.18	Tubes and pipes of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits:		
	A. Black or zinc-coated (galvanized), butt-welded iron or steel pipes and tubes, ¼ inch to 3 *inches in inside diameter, with wall thickness of* 1·6 *to* 5·5 *millimetres and a maximum hydrostatic pressure up to* 800 *PSI; including rigid electrical conduits with or without threads not exceeding* 3 *inches in inside diameter (excluding pipes and tubes specifically for coiling and flanging and copper brazed steel tubing)* *ad val.*	40%	10%
	B. Other. . . . . *ad val.*	10%	

Tariff Heading No.	Description	New Rate of Duty	Old Rate of Duty
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings, and the like, of iron or steel wire, other than insulated cables:		
	A. Round wire rope, 6 × 7, 6 × 12, 6 × 16, 6 × 19, 6 × 21, 6 × 24, 6 × 25, 6 × 27, 6 × 31, 6 × 37, *and* 7 × 7 *with an outside diameter ranging from* 3/64 *to* 1¾ *inches (excluding wire rope with flattened strands)* g.w., kg.	P0·35	
	or *ad val.*	30%	
	[A. Round wire rope, 6 × 19 with hemp core or independent wire rope centre and with an outside diameter ranging from ⅜ to 1¼ inches (excluding wire rope with flattened strands) . . . .]		30%
73.31	Nails, tacks, staples, hook nails, cramps, studs, spikes and drawing pins, of iron or steel (other than copper-headed nails):		
	A. Common wire or finishing nails [2·54 centimetres or more in length] *ad val.*	50%	50%
73.32	Bolts and nuts (including bolt ends, screw studs and other screws for metal), whether or not threaded or tapped, screws for wood, screw hooks, screw rings and the like, of iron or steel; rivets (excluding tubular or bifurcated), cotters, cotter-pins, washers and spring washers, of iron or steel:		
	A. Bolts, rivets and washers [and nuts] *ad val.*	50%	50%
	B. Wood screws . . g.w., kg..	P0·50	
	or *ad val*	60%	
	C. Nuts . . . . g.w., kg.	P0·70	15%
	or *ad val.*	50%	
	D. Other . . . . *ad val.*	15%	
73.38	Household and sanitary articles and parts thereof, of iron or steel not otherwise provided for . . . . *ad val.*	50%	25%
74.10	Stranded wire, cables, cordage, ropes, plaited bands and the like, of copper wire, but excluding insulated cables:		
	A. Stranded wires, ropes and cables up to one thousand five hundred (1,500) MCM *ad val.*	50%	20%
74.15	Bolts and nuts (threaded or not) screws, screw studs, screw hooks, screw rings and the like, rivets (excluding tubular or bifurcated rivets), cotters, cotter-pins and washers (including spring washers), of copper:		
	A. Wood screw . . . g.w., kg.	P0·50	
	or *ad val.*	60%	15%
	B. Other . . . . *ad val.*	10%	
76.02	Wrought bars, rods, angles, shapes and sections of aluminium; aluminium wire:		
	B. Aluminium wire (excluding flat wire not more than 6·35 mm. in width; and round wire not more than 3·17 mm. in diameter *ad val.*	20%	10%
	C. Other. . . . . *ad val.*	10%	
76.04	Aluminium foil (whether or not embossed, in rectangles; cut to shape, perforated, coated, printed, or baked with paper or other reinforcing material), of a thickness not exceeding 0·15 millimetres (excluding any backing):		
	A. Aluminium foil laminated or coated with synthetic resin . . n.w., kg.	P0·200	
	or *ad val.*	30%	30%
	B. Other . . . . n.w., kg.	P3·50	
	or *ad val.*	50%	
76.13	Woven wire (including wire gauze and wire cloth), wire grill and wire netting, of aluminium:		
	A. Insect wire screen . . *ad val.*	50%	15%
	B. Other . . . . *ad val.*	15%	
76.15	Household and sanitary articles and parts thereof, of aluminium . . n.w., kg.	P1·50	
	or *ad val.*	40%	35%
82.03	Pliers (including cutting pliers), pincers, tweezers, tinmen's snips, perforating punches and the like; spanners and wrenches (but not including tap wrenches); files and rasps:		
	A. Files:		
	1. *Nominal lengths from* 4 *inches to* 6 *inches* dozen	P4·00	
	or *ad val.*	40%	
	2. *Nominal lengths from* 7 *inches to* 10 *inches* . . . . dozen	P4·50	
	or *ad val.*	30%	10%
	3. *Nominal lengths from* 11 *inches to* 14 *inches* . . . . dozen	P9·00	
	or *ad val.*	30%	
	4. *Nominal lengths from* 15 *inches and up* dozen	P12·00	
	or *ad val.*	30%	
	B. Other . . . . *ad val.*	10%	
82.04	Hand tools, including mounted glaziers, diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; hand, table and bench vices and clamps, portable forges and mounted grinding wheels (hand or pedal-operated):		
	A. Charcoal-fed flat iron . . *ad val.*	20%	
	B. Wooden zigzag rules . . *ad val.*	60%	10%
	C. Other . . . . *ad val.*	10%	
82.14	Spoons, forks, fish knives, butter knives, ladles, and similar kitchen or tableware:		
	B. Spoons, forks, teaspoons and knives, of stainless steel (*including nickel plated and chrome plated*) . . . gross	P10·00	P10·00
	or *ad val.*	50%	or *ad val.* 50%

(*Continued on next page*)

PHILIPPINES, *continued*

Tariff Heading No.	Description of Articles	New Rate of Duty	Old Rate of Duty
83.01	Locks, padlocks, spring live-bolt latches and parts thereof, of base metal; keys, finished or not, of base metal:		
	A. Cabinet and furniture locks and keys; mortice locks (with keyholes); padlocks; and night spring latches . *ad val.*	50%	15%
	B. Other . . . . . *ad val.*	15%	
83.15	Welding electrodes, rods or tubes, Solder in wire or rods, coated or cored with flux materials; prepared metal brazing plates of a kind used in metallurgy . . g.w., kg. or *ad val.*	P1·70 50%	
	[A. Mild steel welding electrodes coated with flux		100%
	B. Other]		10%
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor pumps and turbo-pumps and compressors); ventilators, blowers and the like:		
	A. Assembled open type compressors rated at 7½ tons of refrigeration and below; and hermetically sealed compressors for air-conditioning and refrigeration with ratings up to 2 hp (excluding parts and accessories thereof) . . . . *ad val.*	60%	10%
	B. Blowers for self-contained air-conditioning machines . . . . *ad val.*	60%	
	C. Other . . . . . *ad val.*	10%	
84.12	Air-conditioning machines, self-contained, comprising a motor-driven ventilator and elements for changing the temperature and humidity of air:		
	A. Air-conditioning machines:		
	1. Up to 7½ hp . . . *ad val.*	140%	
	[1. Up to 2 hp		100%
	B. Parts and accessories:		
	1. Shell, tube and coil water-cooled condensers, liquid receivers and cooling towers [finned, evaporator and condenser coils] . . . *ad val.*	40%	40%
	2. *Evaporator and condenser coils, condenser shroud, bulk head assembly or plenum chambers, chassis, inner shells and cabinets* . . . *ad val.*	60%	
	3. Other . . . . *ad val.*	10%	10%
84.24	Agricultural machinery for soil preparation and cultivation (e.g. ploughs, harrows, cultivators, seed and fertilizer distributors):		
	A. Animal drawn:		
	1. *Ploughs, comb harrows, spile tooth harrows, harrow cultivators and scrapers* *ad val.*	40%	10%
	2. *Other* . . . . *ad val.*	10%	
84.54	Other office machinery and mechanical appliances:		
	A. Paper hole punchers . . *ad val.*	40%	15%
	B. Other . . . . *ad val.*	15%	
84.56	Machinery for sorting, screening, washing, crushing, grinding or mixing earth, stone and similar solid substances, machinery for agglomerating or moulding solid fuels, ceramic paste, concrete, plastering materials and the like, or for shaping foundry moulds of sand:		
	A. Liners, bowls and mantles, grates, grids and grizzly bars (up to 16 ft. maximum length), for crushing and grinding machines, jaw or gyratory crusher plates and crusher and pulverizer plates for laboratory and pilot plants . . . *ad val.*	25%	10%
	B. Other . . . . . *ad val.*	10%	
84.65	Machinery parts (not electrical) not falling within any other heading in this Chapter:		
	A. Oil seal rings . . . . *ad val.*	40%	10%
	B. Other . . . . *ad val.*	10%	
85.01	Electric generators, motors, transformers, converters (rotary or static), rectifiers, inductors, reactors, frequency transformers and similar machinery and apparatus, other than those falling within heading Nos. 85.08, 85.09 or 85.21:		
	A. Electric transformers up to 5 kilovolt amperes; filament and power transformers and television sets; and electric lamp ballasts for pre-heat and rapid start fluorescent lamps, germicidal lamps and black light fluorescent lamps up to 40 watts rating for operation on any voltage up to 290 volts, 60 cycles . *ad val.*	100%	100%
	B. Instrument, neon-sign, regulator, and oil filled transformers up to 5 kilovolt amperes *ad val.*	30%	10%
	C. IF transformers for transistor radios; and output transformers for radio, electronic amplifiers and television sets (excluding ultra-linear type and steel laminations) *ad val.*	60%	10%
	D. AC induction squirrel cage type motors (open protected, drip-proof, splash-proof, or totally enclosed type enclosure), 110 to 440 volts, 2 to 6 poles, single-phase or three-phase, 800 to 3,600 rpm, with fractional and integral ratings from $\frac{1}{10}$ hp to 30 hp, except motors having frames normally integral with other types of machinery . . . . *ad val.*	35%	20%
	E. *Radio and television coils* . *ad val.*	20%	20%
	F. *Other* . . . . . *ad val.*	10%	10%
85.04	Electric accumulators and parts thereof:		
	B. Parts:		
	2. *Grids, connectors and post straps of lead; battery cases or containers (other than of glass, ceramics, or steel); battery case covers; and vent plugs* *ad val.*	60%	16%
	3. *Other* . . . . . *ad val.*	15%	
85.11	Industrial and laboratory electric furnaces and ovens; electric induction and capacitance heating equipment; electric welding, brazing and soldering machines and apparatus and similar machines and apparatus for cutting:		
	A. AC arc welders, transformer type of sizes up to 450 ampere rating and AC single spot welders, rocker-arm type, with nominal capacity ratings up to 7/5 kVA *ad val.*	30%	10%
	B. *Other* . . . . . *ad val.*	10%	
85.13	Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems):		
	A. *Telephone sets; telephone switchboards up to 2,000 lines capacity; telephone test boards; and line concentrators equipment:*		
	1. *Unassembled* . . . *ad val.*	10%	10%
	2. *Assembled* . . . *ad val.*	25%	
	B. Other . . . . . *ad val.*	10%	
85.15	Radio and television transmitting and receiving apparatus:		
	3. Parts and accessories:		
	(e) *Complete television channels selectors or tuners, and plastic masks* *ad val.*	60%	10%
	(f) *Other* . . . *ad val.*	10%	10%
85.19	Electric current controlling, regulating and distributing apparatus:		
	B. *Electrical wiring devices of all types (e.g. convenience outlets, toggle and tumbler switches, fluorescent lamp holders, starter bases or sockets and lamp sockets, lamp receptacles, plugs and assembled or disassembled lighting and distribution panels and control panelboards up to 42 circuits and rated up to 600 volts* . *ad val.*	60%	10%
	C. *Other* . . . . . *ad val.*	10%	
85.20	Electric lamp bulbs and tubes and arc lamps, including infra-red and ultra-violet lamp bulbs:		
	D. *Central lighting service lamp bulbs, with nominal ratings from 5 to 9 watts and 301 to 1,500 watts; special purpose lamp bulbs (coloured fantasy, candle and lustre), with nominal ratings from 5 to 60 watts and with voltage ranging from 6 to 300 volts* *ad val.*	30%	
	E. Other. . . . . *ad val.*	15%	15%
	D. Parts . . . . . *ad val.*	10%	10%
85.21	Thermonic and electronic tubes and valves, including cathode-ray tubes; photo-electric cells; crystal diodes, triodes and the like (including transistors); mounted plezo-electric crystals:		
	A. *Television picture tubes* [from 14 to 24 inches, 70 to 114 degree deflection using glass bulbs, including laminated type] *and/or Kinescope using glass bulbs* *ad val.*	40%	
	B. *Electron guns* . . . *ad val.*	10%	
	C. Other . . . . . *ad val.*	10%	10%
85.23	Electrically insulated (including enamelled or anodized) wire, cable, strip and other forms or conductors, whether or not fitted with connectors:		
	A. Wires and cables of copper insulated with plastic, rubber, asbestos or tar impregnated cotton yarn; steel-armoured cables (BX) and magnet wire *No.* 38 *AWG and larger* (excluding *lits wire*, square or rectangular, *and class B, H, C*, magnet wires; steel-armoured power cables, No. 1/0 AWG and larger; multi-conductor cables, No. 2 AWG and larger; *paper insulated and lead-covered communication cables*, 910 *pairs and larger; and submarine communication cables*) . . . . *ad val.*	60%	
87.06	Parts and accessories of tractors and other motor vehicles:		
	B. *Undercarriage parts for crawler or track-laying tractors (excluding rough-forged grouser shoes, track links and roller shells)* *ad val.*	60%	10%
	C. Other. . . . . *ad val.*	10%	
87.12	Parts and accessories of articles falling within headings numbered 87.09, 87.10 and 87.11:		
	A. Carriers [and bicycle frames]. *ad val.*	40%	40%
	B. Bicycle frames . . . *ad val.*	75%	
	C. Mudguards. . . . *ad val.*	35%	10%
	D. Other. . . . . *ad val.*	10%	
90.01	Lenses, prisms, mirrors, plane parallel elements and other optical elements, of any material, optically worked unmounted:		
	A. Lenses, optically worked (fused, semi-finished or finished) . . *ad val.*	50%	15%
	B. *Other*. . . . . *ad val.*	15%	
90.26	Gas, liquid and electricity supply or production meters; calibrating meters thereof:		
	A. Totalizing water meters with nominal sizes of ⅜ inch by ½ inch (16 mm. x 13 mm.); ¾ inch (20 mm.); and 1 inch (25 mm.) . . . . *ad val.*	60%	60%
	[B. Other]		10%
90.29	Parts and accessories of instruments or apparatus falling within headings numbered 90.24, 90.26, 90.27 and 90.28:		

(*Continued on page* 290)

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	144 Spa Road	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Air Cargo Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

BRITISH WEEK: HONG KONG

3-12 March 1966

For information or assistance consult

THE

CHARTERED BANK

The oldest bank in Hong Kong
(first office opened in 1859).
Now with sixteen Hong Kong branches providing
a complete and up-to-date banking
service and linked with the bank's organisation
in twenty-six countries.

THE

CHARTERED BANK

(Incorporated by Royal Charter, 1853)

Head Office: 38 Bishopsgate, London, E.C.2.
Tel: London Wall 3688

West End, London Branch: 2 Regent Street, London, S.W.1.
Tel: Whitehall 3708

Manchester: 52 Mosley Street, Manchester 2.
Tel: Central 2629

Liverpool: 28 Derby House, Exchange Buildings, Liverpool 2.
Tel: Central 2262

PHILIPPINES, *continued*

Tariff Heading No.	Description of Articles	New Rate of Duty	Old Rate of Duty
	A. Parts of water meters with nominal sizes of ⅝ inch x ½ inch (16 mm. x 13 mm.); ¾ inch (20 mm.) and 1 inch (25 mm.) (*except dial plate, disc chamber and disc-plate for displacement type water meters and spindle bushing, magnet, register gear, pointer, counter wheels, annealed dial glass and counter pinion for magnetic drive water meter*) . . *ad val.*	40%	40%
93.04	Other firearms, including Very light pistols, pistols and revolvers for firing blank shot only, line-throwing guns and the like:		
	A. *·22 calibre rifles and ·12 gauge repeating and riot gun-slide action shotguns ad val.*	75%	50%
	B. *Other* . . . . *ad val.*	50%	
93.07	Bombs, grenades, torpedoes, mines, guided weapons and missiles, and similar munitions of war, and parts thereof; ammunition of all kinds and parts thereof, including lead shot and cartridge wads:		
	A. Long rifle ·22 calibre ammunition ad val.	40%	15%
	B. Other . . . . *ad val.*	15%	
98.01	Buttons and button moulds, studs, cuff links, snap fasteners, button rings and fasteners, press studs and push buttons; blanks and parts of such articles:		
	A. *Button blanks* (*excluding metal blanks*) *ad val.*	40%	
	[Blanks and parts of such articles] . .		40%
	B. *Press fasteners, including snap fasteners, press studs and push buttons; parts thereof* g.w., kg.	P7·00	100%
	or *ad val.*	100%	
	C. Other . . . . . *ad val.*	100%	
98.05	Pencils:		
	B. Lead pencils, wax crayons, writing and drawing chalks:		
	1. Lead pencils . . . gross	P3·00	gross P1·50
	or *ad val.*	50%	or 30%

All inquiries relating to this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456 and 457).

MALAYSIA

Tariff Advisory Board

THE BOARD OF TRADE are now able to publish further details of the third list of items which are to be considered by the Malaysian Tariff Advisory Board about which a notice appeared in the *Board of Trade Journal* dated January 21, 1966 (page 167).

The seven Notices of Public Inquiries each relate to one class of goods. Nine typewritten copies of evidence had to be submitted by the dates announced in the *Board of Trade Journal* notice mentioned above. Evidence at the Inquiries can be given orally or in writing, but evidence in writing is preferred. All witnesses are required to present their oral evidence on oath and all written evidence is required to be verified on oath or by statutory declaration. The Tariff Advisory Board is prepared to receive evidence from any person, firm, association or other witness but all intending witnesses had to give notice before January 22, 1966 of their intention to present evidence at the Inquiry.

Evidence and requests for further information about the Inquiries should be directed to the Secretary, Tariff Advisory Board, 6th Floor, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, Malaysia.

Details of the items included in the seven Notices of Public Inquiries are as follows:—

Notice No. 3
Portland cement, ciment fondu, slag cement, super-sulphate cement and similar hydraulic cements whether or not coloured or in the form of clinker.

Notice No. 4
Aluminium slugs, round; aluminium containers for food or pharmaceutical products, of a capacity not over 80 fluid ounces.

Notice No. 5
Isopropyl Alcohol

Notice No. 6
Match splints; matches in containers (excluding Bengal matches)

Notice No. 7
Batek cloth and articles made thereof.

Notice No. 8
Yarn of jute, woven fabrics of jute for packing or wrapping, woven fabrics of jute for apparel jute twine and cord; sacks and bags of a kind used for the packing of goods, of jute, used and unused and of other textile materials.

Notice No. 9
Waste paper and paperboard including over-issued newspapers, and scrap articles of paper fit only for use in paper-making.
Mechanical wood pulp.
Pulp derived by mechanical or chemical means from any fibrous vegetable material other than wood.
Chemical wood pulp, dissolving grades.
Sulphate wood pulp, not dissolving, bleached and unbleached.
Sulphite wood pulp, not dissolving, bleached and unbleached
Mixtures of chemical and mechanical wood pulp.
Newsprint in rolls and sheets.
Uncoated printing paper other than newsprint.
Uncoated writing paper.
Duplicating paper.
Coated printing paper.
Coated writing paper.
Kraft paper and paperboard.
Packing and wrapping paper, excluding kraft.
Blotting paper and filter paper.
Machine-made paper in bulk forms not falling within any other item of this group.
Hand-made paper and paperboard.
Parchment or greaseproof paper and paperboard and imitations thereof and glazed transparent paper in rolls or sheets.
Composite paper or paperboard, not surface-coated or impregnated, whether or not internally reinforced.
Paper and paperboard, corrugated, with or without flat surface sheets, creped, crinkled, embossed or perforated.
Paper and paperboard, ruled, lined or squared, but not otherwise printed.
Paper and paperboard, bituminized, asphalted, or coated with graphite.
Box files, letter trays, storage boxes, and similar articles, of paper or paperboard, of a kind commonly used in offices, shops, and the like.
Writing blocks, envelopes, letter cards, plain postcards, correspondence cards and boxes, pouches, wallets or writing compendiums of paper and paperboard, containing only an assortment of paper stationery.
Exercise books, including copy books, register and account books
Order books, receipt books, memorandum blocks, note-books, diaries, blotting pads, binders (loose-leaf and other), file covers and other stationery of paper or paperboard, sample and other albums and book covers, of paper or paperboard.
Other paper or paperboard, cut to size or shape, not being articles of paper or paperboard.
Other articles of paper pulp, paper, paperboard or cellulose wadding.
Printed books.
Printed booklets, brochures, pamphlets and leaflets and printed parts of books or booklets in the form of assembled or separate sheets or signatures, designed for binding.
Children's picture books and painting books, including books for children in which the pictures form the principle interest, the text being subsidiary.
Maps and hydrographic and similar charts of all kinds, including atlases, wall maps and topographical plans, printed, and printed terrestrial or celestial globes.
Newspapers, journals and periodicals, whether or not illustrated.
Picture postcards, being cards consisting essentially of an illustration and bearing printed indications of their use, Christmas and other picture greeting cards, printed by any process with or without trimmings.
Paper or paperboard labels, whether or not printed or gummed.
Stamp-impressed paper (including postally-stamped stationery), stock, share and bond certificates bond and similar documents of title and cheque-books.
Calendars of any kind, of paper or paperboard, including calendar blocks, whether or not being advertising matter.
Partially printed stationery including invitation cards and the like.
Photographs, printed pictures and designs.
Advertising matter including catalogues, trade lists, and posters.
Bus, cinema and railway tickets and the like.

ZAMBIA

Agency arrangements

THE BRITISH High Commission in Lusaka have been asked by the Government of Zambia to bring to the notice of British manufacturers and exporters the views of the Government of Zambia on the practice of appointing agents or franchise holders in countries outside Zambia to promote the sale of their products or merchandise in Zambia.

The Government of Zambia feels that this practice is not, generally speaking, in the best interests of Zambia and hopes that wherever possible, imported goods will be supplied through an agent or franchise holder resident in the country. It recognizes that for certain technical reasons this might not be possible in every case without an increase in the landed cost of the goods concerned, but it is convinced that this applies to only a very small proportion of the country's import trade.

While in no way wishing to suggest that manufacturers or exporters in Britain necessarily follow the practice to which the Government of Zambia takes exception, the Government has asked if its views on this matter could be brought to the notice of all organizations in Britain representing manufacturers or exporters for their information.

UGANDA

Import licensing regulations

THE EXTERNAL Trade (Import Restricted Goods) Order, 1965, published in the Uganda *Gazette*, adds to the list of items of United Kingdom origin for which, with effect from December 21, 1965, import licences are required:

1. Blankets and travelling rugs made of any material except wool;
2. Footwear;
3. Sugar confectionery.

Note:
In this Order, unless the context otherwise requires, 'footwear' means boots and shoes, leather with soles of any description, rubber or plastics with soles of the same materials, and textiles with soles of any description; 'sugar confectionery' excludes chocolate preparations.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to HM Government Departments.

PVC Wallets and Containers

Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Ministry of Labour Gazette
Single copies 3s. 6d. (by post 3s. 11d.)
Annual subscription 46s. including postage

Obtainable from:
Her Majesty's Stationery Office
49 High Holborn, London, WC1;
423 Oxford Street, London, W1;
13A Castle Street, Edinburgh 2;
Brazennose Street, Manchester 2;
35 Smallbrook, Ringway, Birmingham 5;
109 St. Mary Street, Cardiff;
50 Fairfax Street, Bristol 1;
80 Chichester Street, Belfast;
or through any bookseller.

TUBULAR FURNITURE & EQUIPMENT

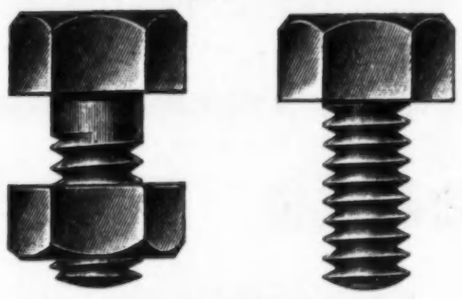
Metalliform Ltd. manufacture a wide range of tubular furniture and equipment, all modern in design and sturdy in construction. Illustrated catalogues gladly forwarded on request.

METALLIFORM LIMITED
HOYLAND COMMON nr. BARNSLEY tel HOYLAND 2187

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 3781 (6 lines)

A must for all British exporters
Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058

Mark M. Cansick, M.S.M.A.

EXPORT?
My organization, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark Cansick & Co. Ltd.
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5 Cables: Cansico, London

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8' press brake capacity. Site welding

C. E. Turner (Engineers) Ltd
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place,
Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

Jacksons OF BOURNE END

Speciality millboards and fibreboards for industry uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for collection	Normal Tariff
19.03	Macaroni, spaghetti and similar products . . (The duty not to be less than 12 Piastres per kilogram net.)	*ad val.*	18%
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding:		
	e. Forms for pleating fabric	*ad val.*	8%
	f. Other.	*ad val.*	18%

All inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/2).

FEDERAL REPUBLIC OF CAMEROON

New customs tariff

THE NEW Cameroon Customs Tariff applicable to the Federal Republic under the terms of the UDEAC Treaty has now been published in Yaounde, with effect from January 1.

The text of the new tariff and the decree (in French) giving effect to it may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

WANTED, SURPLUS ELECTRONIC COMPONENTS, Transistors and Diodes, Enamel copper wire and all transformer Laminations, case and frame assemblies, cables, connecting wires and sleeving. Lists invited and prompt inspection of goods offered. J. BLACK, 44, Green Lane, Hendon, London, N.W.4. Phone SUNNYHILL 1855.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel. Arnold 4273.

FOR SALE. 24in. and 32in. Unused Paddle Fans complete with pedestal. Cheap for quick sale. Motors for same supplied if required. R. Roscow, Electrical Engineer, Lostock Hall, nr. Preston. Tel. Preston 35943.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London, W.11. Tel. BAYswater 4477.

LOCATION MAPS – A considerable boon to industry and commerce at home and abroad. Details of our specialized 'How to Find Us' map service supplied upon request. Fyffe Industrial Location Maps, Bourne Chambers, St. Peter's Road, Bournemouth, England. Tel. 25226.

WEDCO WIRE CONVEYOR BELTS are flexible and durable and will carry your products through hot, cold, wet or abrasive conditions. They will withstand impact loading and travel around curves. They can be fitted with side chains for positive drive. Descriptive catalogue from – BRITISH WEDGE WIRE CO. LTD., Academy St., Warrington. Tel. 34421.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

SEYMOUR INTERNATIONAL SUBSCRIPTIONS – the World-Wide Subscription Service for newspapers and periodicals. Learn what's going on in your Export Markets through their domestic trade and technical journals and from similar publications of competitor foreign countries sharing those markets. 334, Brixton Road, London, S.W.9. Redpost 4444.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
Price **7s.** (*by post* 7*s.* 6*d.*) Annual subscription **£4 11s. 0d.** including postage.

*Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Index to statistics published regularly in the Board of Trade Journal

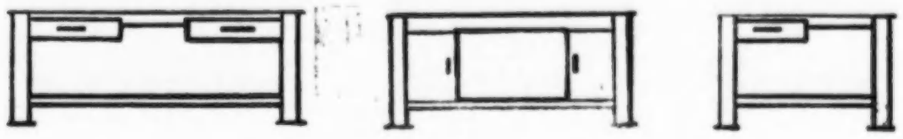
A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	7 Jan. 1966
Business names registered (A)	This week
Capital expenditure:	
By industry (Q)	14 Jan. 1966
Distributive and service trades (Q)	14 Jan. 1966
Annual inquiry (A)	31 Dec. 1965
Expected capital expenditure (6-M)	28 Jan. 1966
Catering trades turnover (M)	21 Jan. 1966
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	21 Jan. 1966
Property companies (A)	6 Nov. 1964
Credit:	
Instalment credit business (M)	14 Jan. 1966
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	31 Dec. 1965
Production, exports and orders (M)	28 Jan. 1966
Film industry:	
British Film Fund Agency returns (M)	28 Jan. 1966
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	17 Dec. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	21 Jan. 1966
Gold and convertible currency reserves (M)	14 Jan. 1966
Hairdressing trades turnover (M)	21 Jan. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	14 Jan. 1966
Industrial building figures (Q)	21 Jan. 1966
Industrial production:	
Index nos. (M)	28 Jan. 1966
N. Ireland index (M)	28 Jan. 1966
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	17 Dec. 1965
Investments and earnings overseas (A)	9 April 1965
Laundries and dry cleaners turnover (M)	21 Jan. 1966
Machine tools deliveries and orders (M)	28 Jan. 1966
Man-made fibres:	
Analysis of production (A)	2 Apr. 1965
Averages and totals (Q)	31 Dec. 1965
Deliveries (Q)	This week
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Dec. 1965
Retail prices index (M)	21 Jan. 196
Retail trade:	
Index nos. (M)	14 Jan. 1966
N. Ireland index (M)	28 Jan. 1966
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers', wholesalers' and distributors' (Q)	14 Jan. 1966
Retail (M)	14 Jan. 1966
Textiles:	
Clothing and textile orders and deliveries (M)	21 Jan. 1966
Cotton production (M)	21 Jan. 1966
Wholesale houses sales (M)	21 Jan. 1966
Wool exports (Q)	19 Nov. 1965
Wool output (M)	21 Jan. 1966
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	14 Jan. 1966

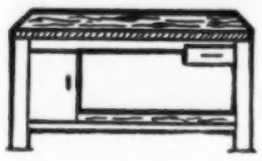
Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	21 Jan. 1966
Board of Trade regional organization	28 Jan. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	9 July 1965
British commercial representatives overseas	26 Nov. 1965
Directory of Board of Trade departments and their work	14 Aug. 1964
ECGD local offices	17 Dec. 1965
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	24 Dec. 1965

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London (K102) S.O. Code No. 72-3594.



★ ALL THESE ARE



STANDARD

WORK BENCHES

WELCONSTRUCT all-welded Work Benches and fittings are designed to meet any normal requirements, and are readily available for prompt delivery. Size range: from 4ft. long x 2ft. deep x 30in. high to 6ft. long x 3ft. deep x 36in. high.

All sizes can be fitted with certain extras as shown in the WELCONSTRUCT Catalogue "B.T.4." Send for your FREE copy now.

4ft. x 2ft. x 30in. complete with extras £15.10.0.

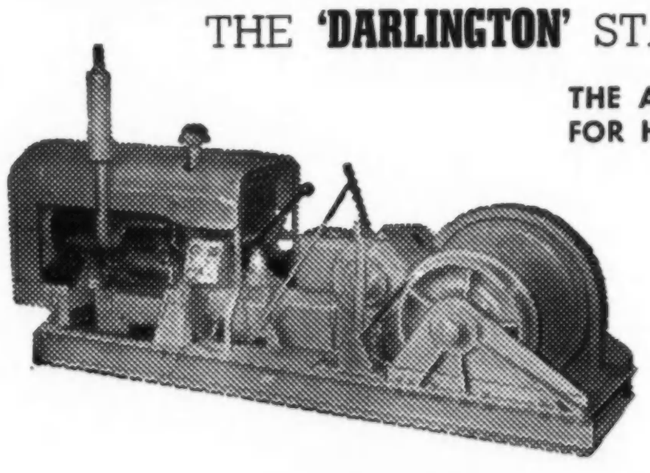
THE **Welconstruct** CO. LTD.

35 CARRS LANE, BIRMINGHAM, 4

Telephone: MIDland 8737

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

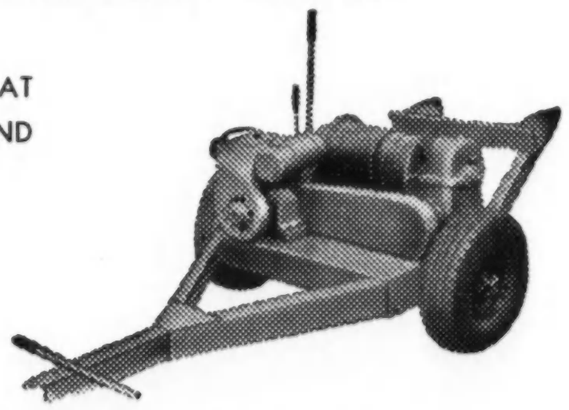
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

HULL

for expanding industries

Is your production capacity stretched to the limit? Then build your new factory at Kingston upon Hull, where seven miles of docks along the north bank of the Humber provide first-class facilities for the import of raw materials and the export of manufactured goods.

Hull stands third among all British ports for total value of inward and outward cargoes handled annually, and its geographical position makes it the country's natural gateway to the growing markets of Europe.

Hull (population over 300,000) is also a major manufacturing centre in its own right. Many of its industries have been established in the city for generations; others have moved in during recent years—and there is room for more.

Sites and labour for new factories are available, with water and all other essential services in plentiful supply. Road and rail communications are good and the port is the ocean terminal for a 450-mile network of inland waterways.

A university city in the pleasant, open countryside of East Yorkshire, with a full range of educational, technical training, cultural and social amenities, Hull offers splendid opportunities for growing concerns.

For publications and further information write to

The Town Clerk, Guildhall, KINGSTON UPON HULL

The brilliant yellow fork truck that makes all the difference

Coventry Climax fork trucks are a spanking bright yellow. But that's the *least* brilliant thing about them. What far outshines the paint job is the way they work. The difference they make to the job of keeping production and delivery moving.

Point a Coventry Climax down a tight-squeezing gangway. Back it up in a corner. Face it with a cliff-high stack of components. That's what it was made for.

Slave-drive it hour after hour, day after day. Just recharge or refuel it and provide a little regular maintenance. Fine.

Wherever production flows extra smoothly, where storage and warehousing is organised from top to bottom, these fork trucks are a familiar sight.

A brilliant yellow truck could make all the difference to whether you have a problem—or handle it.

Coventry Climax

COVENTRY CLIMAX ENGINES LIMITED COVENTRY TELEPHONE 28481 A SUBSIDIARY OF JAGUAR CARS LIMITED